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**LOWBARD
HOMEOWNER'S
LOAN PLAN**

Deaf mute detained in jail on £5 charge

A deaf and dumb man yesterday spent a second night in prison facing the prospect of indefinite detention after he allegedly stole a £5 note and three light bulbs.

Mr Glenn Pearson, aged 33, who has only a limited ability to understand sign language, and who has mostly been brought up by his parents, was ordered to be held in a secure hospital after a jury at Lincoln Crown Court decided that he was unfit to plead to a charge of burglary.

The court was told that Mr Pearson had not been successfully taught sign language, was illiterate, had a low IQ and had only a 20 per cent chance of understanding the charges.

Terror charge four for trial

Four men were committed for trial to the Central Criminal Court from Lambeth Magistrates' Court in south London yesterday on terrorist charges. All were refused bail.

Thomas Maguire, aged 26, of Milbourne Street, Blackpool, and another man are charged with conspiring between January 1982 and April 1983 to cause an explosion likely to endanger life or cause serious damage to property.

James Murray, aged 36, of Basil Street, Preston, and Joseph Calvey, aged 37, of Bristol Avenue, Farnington, Leyland, are charged with failing between April 1983 and June 1985 to disclose information which could have helped to secure the arrest of people preparing an act of terrorism and with providing transport and accommodation for two men they knew or believed were wanted by the police.

Civil Service strike call

Civil Service unions representing clerical and executive grades at the Atomic Weapons Research Establishment at Aldermaston have called a half-day strike for tomorrow in protest at not receiving bonus payments being made to specialist staff in recognition of staff shortages.

The Civil and Public Services Association and the Society of Civil and Public Servants are also urging their members to walk out at the Royal Ordnance Factory at Burghfield where the bonus payments of between £1,000 and £2,000 are also being made.

Betting shop curbs may go

Brighter betting shops, with televisions, snacks and light refreshments, will be open to the public within four months if a Government-backed move receives parliamentary approval.

Mr Douglas Hurd, Home Secretary, has laid a Draft Order before Parliament revising the Betting, Gaming and Lotteries Act, 1963. Restrictions on internal and external displays may also be lifted.

Guinness goes vegetarian

Guinness, the brewing group, is expanding its health interests through the £1 million acquisition of Cranks, the vegetarian restaurant group.

Cranks has three restaurants, a juice bar and a health food shop. Guinness plans to open new outlets in the UK and abroad.

Dry pub opens

A teetotal "public house" opened in Exeter, Devon, yesterday. The bar in a converted cellar, was created so that people with a drinking problem could "come and find a real pub atmosphere" without the dangers of alcohol, Dr Tim Stockwell, a research psychologist said.

Verdi revival

The Royal Opera is to revive Verdi's *Simon Boccanegra*, with Plácido Domingo and Kiri Te Kanawa, at Covent Garden in January, in place of the planned *Otello*. There will be five performances.

The Times overseas selling prices: Australia \$12.00; Belgium 10.00; Canada \$12.00; Denmark 10.00; Finland 10.00; France 10.00; Germany 10.00; Greece 10.00; Hong Kong 10.00; India 10.00; Italy 10.00; Japan 10.00; Korea 10.00; Malaysia 10.00; Mexico 10.00; New Zealand 10.00; Norway 10.00; Pakistan 10.00; Singapore 10.00; South Africa 10.00; Sweden 10.00; Switzerland 10.00; Taiwan 10.00; Thailand 10.00; USA \$12.00; Yugoslavia 10.00.

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Million council houses may be sold in estates 'revolution'

From Anthony Bevins, Political Correspondent, Newcastle upon Tyne

Up to a million hard-to-let council homes could be privatized under a council estate "revolution" being planned by the Government.

Mr John Patten, Minister for Housing, told a by-election press conference in the Tyne Bridge constituency yesterday: "We have got 4.5 million council houses and flats in this country. We reckon that up to a third of those are hard to manage and up to a million are actually sometimes hard to let."

He said that the proposed Housing and Planning Bill, to be published by Christmas, would devolve management of council estates to tenants' co-operatives and trusts, with the involvement of building societies and financial institutions.

A Building Societies Bill, to be published at about the same time by the Treasury, would allow the building societies to own land and buildings. Mr Patten said the two pieces of legislation were "totally inter-related".

Mr Patten said he thought there would be a "considerable revolution" in the way big council estates were run. He cited the village of Stockbridge in the North-west "where the council has got an estate with tower blocks and deck-access flats which are hard to let, which have got a high number empty."

He said: "The local authority has realized that it cannot seem to manage them properly. Building societies and builders have come in and said that in return for being able to take over some of the blocks, refurbish them, rehabilitate them, and sell them as low cost housing, they will do up the rest of the estate."

That was being considered for other estates Mr Patten said.

"The Building Societies Association said early this week that there were a number of building societies which were only too willing to co-operate with councils in this way."

Councils to foot spending bill

The Government's increase of £200 million on housing spending by local authorities next year, announced in the Chancellor's autumn statement last week, is financed largely by the money that councils have earned in capital receipts from selling council houses, land and other assets, it became clear last night.

Mr Kenneth Baker, Secretary of State for the Environment, told MPs that the gross provision for capital expenditure on housing in 1986-87 would be £3,250 million, made up of £2,532 million for local authorities (increased from £2,324 million), £685 million for the Housing Corporation and £31 million for the new towns.

It is estimated that councils' receipts from sales will amount to about £6,300 million by next April, compared with about £5,000 million this year.

Mr Baker said that despite the increased total from capital receipts, he was maintaining the present proportion of 20 per cent which local authorities may use for additional capital expenditure. "Since the receipts continue to grow, authorities in England will have power to spend substantially more on the strength of their new and accumulated receipts in 1986-87 than in 1985-86."

The result is that Mr Baker has been able to reduce the total available for capital expenditure allocations to local authorities for housing next year from £1,600 million to £1,465 million.

The Association of Metropolitan Authorities condemned the announcement.



Mr Peter de Savary (right), new owner of Littlecote house, Wiltshire, and Lana Paton his fiancée, follow the bidding at the sale of contents.

Littlecote's treasures dispersed

By Geraldine Norman, Sale Room Correspondent

Two owners of Littlecote house in Wiltshire attended Sotheby's dispersal of its contents yesterday, both busily buying back their possessions.

Crouched in a wing chair in the front row, was Mr Peter de Savary, who bought the house and contents on November 4 for a reputed £7 million. With his fiancée, Lana Paton, at his side, he was following every move with electric attention and buying oak chairs if they went cheap.

At the back was Sir Seton Wills, who owned the house until November 4. His family of tobacco fame, bought the house in 1922 and he had the advantage of knowing the contents better than anyone. He paid £2,600 for an Elizabethan box which had missed the catalogue and was put back in at the last moment without description.

He went on to pay £7,700 for one of the most historic offerings, an early seventeenth century elaborately turned armchair made for Sir John Popham, who built the Tudor mansion of Littlecote. He could not bear to let a beautiful Queen Anne wall mirror from the drawing room go. He paid £20,600 to secure it where only £10,000 to £15,000 had been estimated by Sotheby's.

Mr de Savary, who intends to open a Civil War display in the house next spring, had withdrawn the most remarkable memorial of the Popham era of the house, a 20th century ha'penny board of around 1620. It doubles as a refectory table and is too large to get out of the great hall where, presumably, it was built.

It has been a busy week for Mr de Savary since he decided to open the estate to the public next spring. He has ordered a beechwood maze and an adventure playground, bought three horses for ploughing and a steam engine, and launched an architectural competition for a Roman villa. He has withdrawn 146 lots from the sale worth around £50,000, including curtains, fire irons and other indispensable furnishings, but most of the contents are being sold.

His brother, Nicholas, saved one of them yesterday. He paid £28,600 (estimate £12,000 to £15,000) for the Popham family coach, a two or four horse carriage of around 1840, as a present for Peter. He also secured a seventeenth century oak cupboard at £3,300 (estimate £4,000 to £6,000), a pine kitchen table at £220 (estimate £300 to £120), a set of tapestry cushions at £350.

Sale room, page 16

Pressure on grievance staff

Anglo-Irish conference

Fears are growing in Northern Ireland that the Anglo-Irish inter-governmental conference may lead representatives of the minority community to abandon still further the structures of government administration in the province.

Although one of the aims of the conference, giving the Irish Republic a formal role in the affairs of Ulster, is to achieve the opposite, officials are concerned that representatives of the Social Democratic and Labour Party (SDLP) will ignore government departments when seeking redress or action, and automatically turn to Irish Civil Servants working in the North.

Such a move by SDLP representatives and members of the nationalist community would inundate the expected five-strong Irish Civil Servant representation with complaints and grievances. Some in the SDLP believe it is inevitable that their councillors will turn

immediately to the Irish Civil Servants in the event of problems, and other believe the size of the permanent secretariat should be increased to 20 British and Irish officials.

"This will be the cause of the first row", one member of the SDLP predicted.

Government officials are known to be concerned at this attitude as they prepare for the first meeting of the conference, the centrepiece of the Anglo-Irish agreement, which is expected to be held in the first two weeks of December, after ratification of the deal by the London and Dublin parliaments.

On the agenda at the first meeting in Belfast will be such crucial matters as the relationship between the security forces and the minority community, seeking measures to secure public confidence in the administration of justice, and ways of handling security co-operation between the two

governments. It is expected that Sir John Hermon, Chief Constable of the Royal Ulster Constabulary, and Mr Lawrence Wren, Commissioner of the Garda, will attend the meeting, their first encounter for two years.

Future agendas for the conference will be secret, which will further increase Unionist suspicions and fears.

The conference will be jointly chaired by Mr Tom King, Secretary of State for Northern Ireland, and Mr Peter Barry, the Republic's Minister for Foreign Affairs. It is expected to meet every two weeks or ten days in Belfast and allows the Irish government a consultative role over virtually all matters in the North, including political and security issues. When particular areas are being discussed, relevant ministers from each country will attend, with professional advisers and their Civil Servants.

Leading article, page 15

Dispute over rape jailings

By Richard Evans

Home Office figures showing a decline in the use of immediate imprisonment for rape in Crown Courts became the centre of controversy yesterday.

Given in *The Times* yesterday as indicating that a diminishing proportion of sentences in Crown Courts for rape result in immediate imprisonment, they have been challenged as not indicating the full severity of action by the courts.

Dr David Thomas, of the Institute of Criminology, Cambridge, one of the country's leading academic authorities on sentencing, said yesterday that the 1984 figure did not take into account those given a partly suspended sentence, those aged 17 to 21 who received youth custody, and others aged between 14 and 17 who were detained.

He says that of those 221 over 21 who were convicted, 199 received full, immediate imprisonment (including three females) and 13 were given a partly suspended sentence.

In the 17 to 21 age group, 84 were convicted, of whom 80 received youth custody and two detention centre orders. In the 14 to 17 age group, 20 were convicted, of whom 12 were detained under Section 33 of the Children and Young Person Act 1933 and three were given youth custody.

Legal advice sought on Telegraph freeze

By Barrie Clement, Labour Reporter

Journalists at the Telegraph group are taking legal advice on management's right to impose a pay freeze despite a previous agreement to award a 5 per cent new technology payment next April.

The National Union of Journalists' chapel (office branch) will meet in mandatory session today to discuss a report from the NUJ's solicitors.

Mr John Richards, the journalists' chapel father (chairman) said last night that his members were angry at the company's "unilateral abrogation" of the deal and he felt confident the NUJ had a case in law.

Journalists on the *Sunday Telegraph* had already told Mr Harboure Stephen, the managing director, that management's action constituted a breach of

individual contracts of employment.

Printworkers, some of whom were due for a 5 per cent payment from January, are also holding meetings on a response to the company's strategy which was announced on Monday.

The pay freeze is part of a package of austerity measures to tackle a growing financial crisis. The Telegraph has failed to achieve monetary targets set when the group negotiated an £80 million loan in the summer.

Meanwhile at Mirror Group Newspapers, Mr Robert Maxwell, the publisher, today is due to meet Miss Brenda Dean, general secretary of Sogat, after the union's two to one vote for strike action in protest at the issue of dismissal notices.

Express cuts, page 17

Editor's complaint upheld

Salford City Council is criticized by the Press Council today for trying to use its control over local information to influence newspaper content.

A complaint by Mr Nigel Wareing, editor of the *West Manchester Advertiser*, was upheld.

Mr Wareing complained that it was improper of the city council to withhold from his paper information and assistance given to other newspapers and to withhold advertising from it in an attempt to influence editorial content.

Salford City Council declined to respond to the complaint. The Press Council says in its finding:

"When members of local authorities are disseminating news and information, they have a responsibility to the public as a whole. They are not justified in discriminating against particular newspapers in ways which impede the free flow of information to the public."

"It is particularly improper of public bodies and their members to use their control of municipal news and reporting facilities as a sanction to influence newspaper and editorial content."

The *West Manchester Advertiser* was at fault in dropping the question mark from a main headline "Housing chief to be ousted" which would have made it clear that the story was speculative. It made amends the following week by publishing a brief correction and a front page lead headed "Housing chief keeps his job".

"Salford City Council retaliated by withholding access to information and withdrawing advertising while meeting its statutory obligation to allow the paper to report its meetings. Its action was a bad example of a local authority trying to use its control over local information to influence newspaper content."

"The complaint against Salford City Council is upheld."

MP claims indemnity offer to Sipra

By Anthony Bevins, Political Correspondent

One of the main debtors of Johnson Matthey Bankers has been offered a two-year indemnity from bankruptcy proceedings, Mr Brian Sedgemore, a Labour MP, has told the Chancellor of the Exchequer.

The MP, who has been campaigning for an inquiry into the Bank of England deal of JMB, said in a letter to Mr Nigel Lawson yesterday that the Bank was advising JMB when £22.5 million (£18.7 million) was taken from the accounts of Mr Mahmud Sipra's El Saeed group of companies on September 28, 1984, just before the liquidator moved in on El Saeed.

Mr Sipra's companies are thought to have owed JMB about \$70 million when the bank was rescued last year.

But Mr Sedgemore yesterday alleged that JMB had taken the £27.3 million dollars from El Saeed accounts on dubious authority. He told the Chancellor: "It is not clear if Mr Sipra had the necessary full powers of attorney at the time to sign what was done in respect of a substantial proportion of the £27.3 million."

If the money was taken without proper authority, then it should have gone, instead, to the liquidator.

The Bank of England has since stated that it has attempted to get Mr Sipra to validate in writing and signed and sealed authority to take the money, but Mr Sedgemore yesterday asked: "Mr Sipra why the El Saeed liquidator, Mr Peter Copp, of Stoy Hayward, was not informed?"

Mr Sedgemore said that in a proposal to Mr Sipra's solicitors last June the Bank had said: "The present intention of JMB is that for a period of two years from the date hereof JMB will not institute bankruptcy proceedings against Mr Sipra."

Solicitors keen on separate complaints body

By Frances Gibb

Legal Affairs Correspondent

Most solicitors are in favour of a special body to deal with complaints from the public, according to the Law Society. A consultation exercise on proposals put forward for an independent complaints body, separate from the society, by the management consultants Coopers and Lybrand has shown a consensus that the system needs reform and that the tackling of complaints must be removed from the society's professional department.

The debate will now centre on whether to create a separate solicitors' complaints board as proposed by Coopers, which would require legislation, or whether to keep complaints within the society and set up a new department - with lay representatives.

Half the local law societies responding to the Coopers and Lybrand proposal were in favour of a new board, as recommended in that report. The big law societies of Liverpool, Birmingham and Manchester, however, favour a new complaints committee within the Law Society.

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PM wants 'to stimulate ideas'

Thatcher takes personal charge of wide-ranging crime prevention forum

By Peter Evans, Home Affairs Correspondent

The Prime Minister is to take a personal hand in the battle against crime.

She is to chair a seminar on crime prevention at 10 Downing Street early in the new year, Mr Douglas Hurd, the Home Secretary, told the Home Office Standing Conference on Crime Prevention yesterday.

Mr Hurd said: "The Prime Minister wants to stimulate ideas and put some sharp and urgent questions."

A report on crime prevention presented to the conference says that there should be a shift of Government resources to the prevention of crime and away from the costs of keeping people in custody.

Mrs Thatcher is particularly concerned at the rising numbers of thefts of and from cars, the largest category of crime reported to police.

It costs motorists £200 million a year, even allowing for insurance claims.

The Home Office working group on car security recommends that:

- All new cars should have their registration numbers etched on their windows;
- Manufacturers should persuade customers of the need for better security;
- Manufacturers should consider offering buyers more sophisticated optional security features;
- Consideration should be

given to MOT checks on steering column and door locks;

● There should be Home Office and Department of Transport security publicity campaigns;

● Car insurers should reflect in their premiums the degree of security precautions taken;

● A study should be made of vehicle registration procedures, comparing the British system with those in Europe;

● There should be consideration of a system of registering vehicle breakers;

● Consideration should be given to more effective enforcement action against motorists who fail to notify changes of ownership.

The conference was also concerned about burglary, the crime causing the greatest anxiety to people of all ages.

In 1984 a domestic burglary occurred every 66 seconds. One household in 40 could expect to be burgled during a year.

The report says that the best solution is to design, locate, equip and use homes in a way that reduces the incidence of burglary. Of more than 475,000 domestic burglaries recorded by police in 1984, more than half involved property stolen valued at less than £100, but a quarter of households have no home contents insurance.

Suggested measures included:

- Local housing and planning

authorities and designers and developers of private housing should include security measures in improvement and repair programmes and new construction.

● Grants should be made for buying and installing door-locks and chairs and window locks.

● A Burglary Task Force should be established.

Mr Hurd disclosed what he called "the first success story" in the crime prevention campaign.

Property marking has been shown to have a dramatic effect on household burglaries, he said. In South Wales, where an experimental project was set up, efforts by the police produced a remarkably high take-up rate which led to a 40 per cent reduction in burglaries.

There are now 7,200 neighbourhood watch schemes in England and Wales. Avon and Somerset show an overall reduction in crime of 22 per cent, in increase in detection and a reduction in serious crime. Mollington, in Cheshire, reports no burglaries in the 18 months after the introduction of neighbourhood watch. Boscombe, Dorset, claims a 50 per cent reduction in burglary.

The installation of a 24-hour taxi firm in a multi-storey car park to provide supervision round the clock, coupled with some increased physical security, has meant no thefts at all since it moved in.

More than 3 per cent of the total in the survey had needed to see a doctor as a result of accidents. The corresponding national figure for adults is 1.9 per cent.

"Child labour can seriously affect school work and participation in sports. Children just can't afford the time off on a Saturday or after school to play in a team," Miss MacLennan said. She added that the 1973 Employment of Children Act should be brought into force. "It was passed but lack of resources have meant that it has never been enacted," she said.

Mr Ernest Brown, leader of the Central London Teenage project, which has a house in north London to shelter runaway children said that since starting in June the house had taken in 150 different children under 17 years old. Mr Brown also quoted the latest Metropolitan Police figures of 4,026 young people reported missing in London alone in 1983.

Miss Emma MacLennan of the unit, cited examples of child deaths in a butcher's shop and in roadside stalls, adding the 30 per cent of the children in the

survey had had an accident in their current jobs.

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National Theatre 'can save £650,000'

By David Hewson, Arts Correspondent

Sir Peter Hall's closure of the Cottesloe Theatre was based on financial necessity, not political pique over a low arts grant, according to an independent report on the running of the National Theatre published yesterday.

The survey, produced by Lord Rayer, the former adviser on Civil Service efficiency, criticizes some aspects of the National's organization and estimates that the company could save £650,000 by increased efficiency.

But it backs Sir Peter's contention that the National's chief problem is that it is underfunded, and calls for increased financial support for the theatre from the Government, provided over three years.

Sir Peter was an outspoken critic of the Government and the Arts Council over State support for the arts earlier this year when he announced that the Cottesloe stage was to close. It was later reopened with the help of a grant from the Greater London Council.

Political sources have claimed the closure was a gesture on Sir Peter's part.

The report recommends a number of economies, which it says could cost by 6 per cent but concludes by making a case for more investment.

The most criticized area of the theatre's operation is production workshops, which employ 50 people and cost £1.25m, 11 per cent of the company's outgoings.

The Arts Council said it was studying the report, which it received yesterday.

Sir Peter welcomed the report's recommendation that the company's management structure should be reorganized to give him an associate director to share overall responsibility for running the theatre, while he remained chief executive.



The Human Story of royal courtesy was seen at the Commonwealth Institute yesterday when the Queen dropped some notes while opening the exhibition of that name. The Duke of Edinburgh picked them up for her (Photograph: Warren Harrison).

Shielding of young black criminals attacked

By Craig Seton

People who defended or excused criminal black youths gave them "a shield" behind which their activities could flourish and created the grave risk that society would begin to lump all black people together as criminals, Mr Geoffrey Dear, Chief Constable of the West Midlands, said yesterday.

He was speaking after giving evidence to an inquiry started by Birmingham City Council into the Handsworth riots. At the inquiry he said: "Far too many people in the past have flown to the defence of young black criminals, saying they are black, disadvantaged and that society is prejudiced against them, therefore you must excuse what they are doing. I think that is wrong."

He told Mr Julius Silverman, the barrister and former Labour MP, who is conducting the inquiry into the September riots: "That sort of response has done nothing so much as to cause these young blacks to flourish in their criminality. They have been masked and had an umbrella placed over them so that their conduct has been excused."

"We are in grave danger as a society of tending to lump all black faces together as criminals and that is patently and grossly unfair."

The Chief Constable said it had to be recognized that there was such a minority of young black criminals, who had been so much in evidence during the Handsworth riots, and they did not see themselves as part of society as a whole or even black society outside their own group.

He said: "Unless society can recognize that fact we shall continue to lurch from problem to problem with the police always at the fulcrum of being blamed when things go wrong, and things will continue to go wrong."

No more money for drunks' shelters

By Philip Webster, Political Reporter

The Government is dropping its funding of detoxification centres and overnight shelters for drunks, which have been used as ways of relieving the courts of the duty to deal with drunkenness offenders.

Instead it is urging chief constables to make greater use of cautioning schemes under which drunks are arrested, kept in police cells until they have sobered up and then cautioned rather than prosecuted.

The change of policy was disclosed last night by Mr Douglas Hurd, the Home Secretary, in a Commons written reply.

He announced that the £20,000 a year Home Office grant to the Leeds detoxification centre will stop at the end of the year. Department of Health and Social Security funding of two other centres was withdrawn after a study showed that admissions in-

volved fewer homeless habitual drunks than expected and that few of those admitted needed services provided.

Funding is also to end for an experimental overnight shelter in Birmingham, set up in 1981, which has received almost £65,000.

Mr Hurd said a study of the project had found that it was under-occupied and had had little success in referring clients to other agencies for help.

Children's essays show violence

By a Staff Reporter

Horror films on television and video are probably reflected in schoolchildren's essays "full of gratuitous violence, unemotional killing, scenes of blood and gore, and a lack of common humanity," a schoolteacher writes in *New Society* published today.

Ms Christine Preston, who teaches English, drama and information technology at Ashburton High School, Croydon, Surrey, asked 240 pupils, aged 13, to imagine what they might find in an elderly neighbour's garden shed.

In the resulting essays, the sets of numerous television series appeared to have been "cobbled together" to produce unmanipulated laboratories bristling with twisted pipes and test tubes containing bubbling, multi-coloured liquids. "The floor was awash with swords, bayonets, stun guns, machetes and a few nuclear bombs" and death by mutilation, of humans or animals, was a common theme.

Child prostitution is 'on our doorstep'

Children in Britain are exploited as sexual playthings, cheap labour and tourist attractions, Mrs Joan Lester told the inaugural conference of the UK Section of Defence for Children International (DCI) in London yesterday.

Miss Lester, who chairs the organization's steering committee, said child labour was a neglected problem. "One of the main obstacles is the lack of belief. No-one believes in Britain that child prostitution, labour and exploitation actually happen here. But they are very much in our country and on our doorsteps," she said.

In a survey carried out during 1982 and 1983, the Low Pay Unit found that out of 700 children, 40 per cent had part-time jobs. Of these, four out of five were working illegally and only one in five were being employed by their parents.

Miss Emma MacLennan of the unit, cited examples of child deaths in a butcher's shop and in roadside stalls, adding the 30 per cent of the children in the

Food eats less of family cash

By John Young, Agriculture Correspondent

Food and drink accounted for less than a quarter of consumer spending according to the latest survey by the Ministry of Agriculture.

The reason is not that people are eating or drinking less, but that food and drink price rises have been below the increases in the Retail Price Index and disposable income.

Total spending on all goods and services rose from £118,000 million in 1979 to nearly £195,000 million in 1984, an increase of about 65 per cent. In the same period food and drink spending rose from just over £32,000 million to about £47,000 million, a 47 per cent increase.

Meat and bacon account for some 26.3 per cent of household food spending, followed by fruit and vegetables (17.7 per cent), dairy products (14.4 per cent) and bread and cereals (13.5 per cent).

Party specials
British Rail is to run special Christmas party trains, with a Santa Claus, balloons, a four-course meal and piped music. Tickets are £25 and the trains will set off from Marylebone Station, London.

Musical trustee
The Prince of Wales has made Phil Collins, the rock musician, trustee of the Prince's Trust, the charity to help disadvantaged young people.



A detail from Van Dyck's "The Balbi Children".

Van Dyck is first Getty buy for National Gallery

By David Hewson, Arts Correspondent

The National Gallery has bought a magnificent group portrait by Van Dyck known as "The Balbi Children" for about £2 million as its first purchase with the £50 million gift made this year by Mr J Paul Getty Jr.

The painting will go on show at the gallery today and has been acquired by private treaty as a price thought to be below what it might achieve on the open market. The Gallery has not identified the seller but it is understood to be Baroness Lucas of Cradwell, a descendant of Thomas Philip, 2nd Earl Grey, who bought it in 1842.

The work has been exhibited at the gallery intermittently since 1909, the last time being in 1962 when Baroness Lucas was responsible for the loan.

The purchase probably could

not have taken place without the gift from Mr Getty which has paid for most of the painting. The gallery's purchase grant was cut this year.

The work was painted between 1625 and 1627 when the artist was living in Italy. Mr Christopher Brown, the curator of Dutch and Flemish paintings at the gallery, said: "Van Dyck's Genoese portraiture, an extremely important aspect of his career, has until now not been represented in the National Gallery."

"The Balbi Children" came to England around 1825. It is first recorded in the 1740 inventory of the Palazzo Giacomo Balbi though there is no firm evidence that the three boys it depicts were members of the Balbi family.

BR unveils cross-London routes

By Michael Bailey, Transport Editor

More than a million people a year are expected to travel between Britain and the Continent on British Rail's new cross-London express from next year.

Through trains will travel round the west side of London, cutting out the change between termini, and reducing journey times by up to two hours between the South-east and North-west of England.

Mr J. Bob Smalley, British Rail's director for cross-London

services, described the new arrangement yesterday as Britain's most important rail route development this century with opportunities for business, day trips and longer journeys.

He said that continental travellers using the new services would make a big impact on British tourist areas such as the Peak and Lake districts.

At Kensington, London will get its first new main-line terminal since Marylebone in the last century.

Air-conditioned trains capable of 100mph will offer a four and three-quarter hour journey from Manchester to Dover.

There will be connections at Dover for Paris, Brussels, Hamburg, Basle and Milan; at Bromley for Medway, Thanet, and Hastings; at Clapham Junction for Portsmouth, Bournemouth, and Southampton; and at Watford for Birmingham, Coventry, and Shrewsbury.

The world's first graphic display programmable scientific calculator.

Casio's new fx7000G calculator.

It's unique!

It's the only calculator that can draw graphs, instantly providing a visual representation of formulae and calculations as a graphic display on its large clear screen. But that's just the start.

Lengthy calculations, formulae and programmes can also be displayed in full - up to 8 lines of 16 characters. And it's simple to change a single figure or element anywhere in the display to see how that alters the result.

Formulae can be recalled for repeat or revision, too. The fx7000G has 26 memories, expandable to 78, making it especially convenient for statistical analysis. And it is flexibly programmable for a whole range of applications in specialist fields, with up to 422 programme steps.

In fact, without needing computer knowledge - or paying computer prices - the fx7000G provides many of the benefits you'd otherwise find only on a computer.

Yet it's a true scientific calculator with no less than 82 essential scientific functions.

More than that, it is far and away the most advanced machine of its kind. Designed by Casio, world leaders in calculator technology and makers of Britain's biggest selling range of calculators.

The remarkable Casio fx7000G is priced at just £79.95 (RRP inc. VAT). Your Casio dealer can demonstrate how much it can help you in your professional work.

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Casio fx82A: 38 scientific functions. £11.95 (RRP inc. VAT). Casio fx100: 42 scientific functions. £14.95 (RRP inc. VAT). Casio fx115: 67 scientific functions. Solar powered. £17.95 (RRP inc. VAT). Casio fx570: 79 scientific functions. £17.95 (RRP inc. VAT). Casio fx451: 98 scientific functions. 16 metric conversions. Solar powered. £22.95 (RRP inc. VAT). Available at most U.K. High Street Stores and Calculator Specialists Internationally.

Howe refuses to stop Leeds commerce trip to South Africa

FOREIGN AFFAIRS

Leeds Chamber of Commerce's proposed mission to South Africa, funded by the British Government, was strongly criticized in the Commons by two Leeds MPs.

Mr Michael Meadows (Leeds West, Lib) said the visit was going ahead despite the agreement reached at the Commonwealth conference in Nassau. He asked Sir Geoffrey Howe, Secretary of State for Foreign and Commonwealth Affairs, how he would explain this to the black people in South Africa.

Sir Geoffrey Howe said: "The Government is in the course of putting into effect the communiqué in that respect as in many others. It would not serve the conference well if the mission was cut off in mid-flight."

Mr Dennis Healey, chief Opposition spokesman on foreign and Commonwealth affairs and MP for Leeds East said: "The mission from Leeds Chamber of Commerce has not left this country. It has been considering whether it should travel and the Government decision, in spite of the undertaking to its Commonwealth partners, to send this mission is impossible to justify and is a grave offence to all the Prime Ministers at that conference who believe that the Government was going to carry out the undertakings it solemnly made."

Sir Geoffrey Howe said: "I am not considering this mission as a manifestation of concern about this. Our undertaking was not to finance any new mission. The undertaking on this mission has already been taken as I understand it."

Mr Healey is right to be concerned about the pledges given. I do not understand why he should put his interests in that ahead of those of supporting missions to which we are already committed."

Earlier Sir Geoffrey said he had recently met Dr Motlale of the Soweto Civic Association and the United Democratic Front, Bishop Desmond Tutu and Chief Gatsha Buthe. He remained prepared to meet representatives of all shades of opinion within South Africa who were not committed to violence.

Mr Timothy Rathbone (Leeds, C): Where representations within a nation is denied, it is not all the more important to encourage talks with the disfranchised on the broadest international basis?

Will not the Government recon-

sider its present requirement for conditions to such talks?

Sir Geoffrey Howe: I thank Mr Rathbone for repeating the point he made in the debate on South Africa. I will continue to reflect on it.

Mr Ian Mearns (Barnsley, Lab): Has the Foreign Secretary had an opportunity to see the transcript of the evidence given to the Foreign Affairs Select Committee by Mr Oliver Tambo?

If he has, does not he agree it suggests a better opportunity of a way forward than many of us might have expected?

Sir Geoffrey Howe: I have studied it and of course it deserves studying with great care. But the fact remains that support by the African National Council for a suspension of violence of the kind called for by the Commonwealth heads of government communiqué, could only enhance its reputation and promote the opportunity for a dialogue.

Mr Robert Adley (Christchurch, C): Is not the ANC that is cruising around townships shooting people from armed vehicles. The criticism should be aimed first and foremost at the South African Government.

The British Government was always too late in recognizing the legitimate views of the majority.

Sir Geoffrey Howe: I know Mr Adley has reflected about this considerably and of course if progress is to be made towards a dialogue changes are needed on both sides. But I do not believe it right to approach this question from the perspective of the Government.

If the South African Government are to proceed swiftly with the unconditional liberation of Nelson Mandela that would be an act of comparable importance and very valuable indeed.

Mr John Taylor (Solihull, C) pointed out the extra burden on the reformers caused by the by-elections in South Africa. Sir Geoffrey Howe said he followed his point of view.

Mr Albert McQuarrie (Banff and Buchan, C) said Nelson Mandela had been released. He remained prepared to meet representatives of all shades of opinion within South Africa who were not committed to violence.

Mr Timothy Rathbone (Leeds, C): Where representations within a nation is denied, it is not all the more important to encourage talks with the disfranchised on the broadest international basis?

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which would do nothing to improve prospects for peaceful change.

Mr David Wainwright (Walsall North, Lab) said the South African authorities would be proved wrong if they thought that banning television cameras would make the outside world less interested in what was going on there.

He and others were sick and tired at the Government constantly saying why no action could be taken against South Africa. It only made excuses which played into the hands of apartheid.

Sir Geoffrey Howe replied that the Government had, in fact, been taking sustained and determined action to promote the policy changes necessary to get a peaceful end to apartheid.

The British Government (he said) has fought tenaciously and valiantly to establish a position agreed by the Commonwealth heads of government in Nassau.

The House is sick and tired of Mr Wainwright's casting aspersions on every genuine attempt to achieve peace.

Mr John Carlisle (Luton North, C) said much of the reporting had been exaggerated by the world's press, not least the BBC. The press was to be regretted but in the circumstances it was almost unavoidable. It was better to have dialogue rather than the sanctions and isolation preferred by the Opposition.

Sir Geoffrey Howe said he agreed with Mr Carlisle's last point. It is against the House of the utmost importance to do all they could to promote dialogue in South Africa. He would like nothing more than to see the Government there taking the decisive steps necessary to move in the right direction.

The Government has already made clear to the rugby union authorities that it is against the proposed tour of South Africa by the British Lions. Mr Richard Tracey, Minister for Sport said in a Commons written reply.

He said, in reply to Mr Ronald Lewis (Cardiff, Lab): I have already made clear to the president and secretary of the English RFU the Government's opposition to the tour. The Government will continue to do everything possible to persuade British rugby, whose responsibility the decision is, to reject the South African invitation.

In line with Government policy, the Government does not make funds available to support contacts with South Africa.

TELEVISION

MPs were voting tonight on whether to allow proceedings in the House of Commons to be televised for an experimental period. The decision was on a private member's motion and there was a free vote.

Opening the debate, Miss Janet Fookes (Plymouth, Drake, C) moved a motion approving in principle the holding of an experiment in the televising of proceedings of the House and stating that a select committee should be appointed to consider the implementation of such an experiment and to make recommendations.

She said she did not regard the motion as a radical departure from ancient tradition but as one more chapter in a long-running saga as to whether and how Parliament should have its proceedings reported.

She believed that televising proceedings would be a marvellous opportunity to make the House more relevant and an experiment would give those who were genuinely disquieted about the idea a chance to see what would happen in practice.

In a survey of peers, it was found that at least 59 per cent wanted to see the experimental televising of the House of Lords chamber continue and 76 per cent wanted it on a permanent basis. The grumbles had not been about the heat of television lights but about the public's view of the House.

Mr Michael Fost (Barnsley, Lab) said he hoped the House would have the wisdom to proceed to establish television in the Commons as soon as possible.

Many of the arguments against televising the proceedings of the Commons were the same arguments used against the original proposals for the reporting of the House. It was argued that if this occurred then the character of the Commons would be changed.

And (he continued) the character of the House of Commons was changed by the reporting of its proceedings - and a very good thing too.

I believe the moral we can draw from that event, which was much the biggest change in the way in which our affairs are reported to the nation, is that the House of Commons has the power and strength and the ability to take change and weave it into its past tradition and prepare for the future too.

For MPs to say in 1985 that they were going to continue to refuse the public the opportunity of hearing by television what was said in the Commons would be not merely to deprive the Commons of its capacities and its rights but to insult the public as a whole.

It would have been far better to make a decision on televising Parliament in the 1950s. People would have accepted it much more as a fact of life than they did the newspaper reports.

Mr Joe Ashton (Bassetlaw, Lab) said a perfect example of what could happen when Mr Foot was shown on television in his jacket attending the Cenotaph ceremony.

Mr Foot: I recall that incident. (Laughter.) My tailor has been complaining ever since (loud laughter).

It certainly was not a duffel coat. When I got back to the Foreign Office, where we sometimes have drinks on these occasions, I was congratulated on the coat by some other than the Queen Mother. (Laughter.) Ever since I have always admired her dress sense. (Renewed laughter).

Miss Fookes: We cannot attempt in a modern democracy to hide ourselves, our faults and failings from the general public. On demonstrations in the public gallery, it would be possible under the ground rules we might establish that, unless it was impossible to prevent, the cameras would not be expected to focus on the public gallery.

Mr Joe Ashton (Bassetlaw, Lab): Was she in the House when Bernard Devlin ran and grabbed Reginald Maudling by the hair or when home measure was thrown from the gallery? Sometimes people do things to gain support and do gain support.

Mr David Penhaligon (Truro, Lib) said the Dartmoor National Park covered 233,000 acres and what some had described as the proposed "rape" of Dartmoor involved silencing off an area of 460 acres for the road.

The road would blend in well and there very long it would hardly be noticed.

Mrs Lynda Chalker, Minister of State for Transport, indicated in the Commons written reply that she understood it was planned to carry out major refurbishment of the northbound Dartford Tunnel, which takes the M25 under the Thames, over a period of two years, starting in early 1986.

She said the tunnel was wholly the responsibility of the Kent and Essex County Council. The work would be carried out on weekdays at night, from 9pm (11pm on Fridays) to 5.30am (7am on Saturdays). There would be no closures in July and August.

The aim, she told Mr Keith Speed (Ashford, C), was to cause little or no disruption. One or other tunnel was in any case closed most nights for routine maintenance.

Questioned about the feasibility of a third Thames crossing at Dartford, she said she was not aware of any proposals.

Parliament today Commons (2.30): Armed Forces Bill and Museum of London Bill, second readings. Lords (3): Debate on a committee report on discharge of dangerous substances.

There certainly would be a danger there of people coming in to demonstrate. They would quickly stop that if they knew the television cameras were not going to be on them.

Mr Anthony Beaumont-Dark (Birmingham, Selby, C) suggested the cameras would concentrate on entertainment rather than on television, which was what the House was meant to be about.

Miss Fookes said it was one of the perils of democracy that what one said might be interpreted or reported in a way one would not personally wish. It was a small price to pay for informing people what was happening.

Contrary to the views of many in the Chamber, she believed that television was ideally suited to be conveyed on television.

She did not think television coming into the average lounge captured very well how conferences, mass meetings, banquets, from a restaurant. It was well suited to the more intimate nature of the Commons where there was lively interplay and intervention and where people who spoke pompously were probably taken down a peg or two.

The public were entitled in a democracy to see as well as hear and read what went on in the Commons. She was far more anxious about the impact on the public than that it appeared many MPs were. If they went ahead with the experiment and it went well and was finally made permanent, it would be a triumph for what all the fuss was about. She had great confidence in the Commons, in its ability not only to maintain worthwhile British traditions but to change new ones.

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Parliament today Commons (2.30): Armed Forces Bill and Museum of London Bill, second readings. Lords (3): Debate on a committee report on discharge of dangerous substances.

The roots of democracy would be strengthened by television coverage of Parliament.

Mr Edward Heath (Old Bexley and Sidcup, C) said he supported most strongly the permanent televising of the chamber and committees by the BBC, ITV or any regional company that wished.

There were times when he had been infuriated and irritated by television and the House should accept that. It was right that incidents, such as when Mr Michael Heseltine waved the Mace in the air, should be shown as it showed people felt very strongly.

Television and, to a lesser extent, radio (he said) is the only form of mass communication that is a guarantee of individual freedom in this country. The press is no longer the guardian of freedom. It is only because communists have suddenly realized that there is a great power in television that they are so anxious to control it.

The sole purpose of *The Daily Telegraph's* parliamentary correspondent was to ridicule what happened in the House.

The last parliamentary correspondent of *The Times* (Mr Frank Johnson), his sole purpose (he went on) was to do to politicians. He declared this openly. He told me so. I said in the process he ran the risk of destroying Parliament as well.

Television gave the public an opportunity to judge politicians and the political institutions.

Mr Alan Beith (Berwick-upon-Tweed, Lib) said the importance of television was demonstrated by its influence on events in the third world and the South African Government's attempt to prevent TV reporting.

Only three serious newspapers carried regular reports of the debates in Parliament, and they seemed to get shorter and shorter. He did not criticize sketches, such as those written by Mr Frank Johnson, as they were entertaining and funny, but they did a different job from a serious attempt to describe what went on.

Television should be done in such a way as to take public debate into people's homes in a way which informed them properly. Reports must be done in a way which would be acceptable to the public.

If the time was limited the public would see Prime Minister's questions, and such an emphasis would make the difficulties of being fair immediately apparent. Prime Minister's questions would not give an opportunity to anyone except the Leader of the Opposition to follow up a point. It would be difficult for viewers to see this period as anything but a Punch and Judy show.

He might be cynical but he did not believe the Lords would have had daily televising except for the hope of broadcasters that they would be able to get their cameras into the Commons later.

Mr Timothy Brittain (Graveland, Lab) said he was not in the House he was speaking energetically in favour of having cameras in, but he had a responsibility as an MP.

There was a check and balance against press reporting. It was called *hansard*. The same must apply to television which must eventually come into the House.

Incidentally was no slight to professional television and radio news editors. Television could never be truly real or truly truthful. The very nature of its work meant that it could not be anything else but selective, and selectivity had to mean, in the nicest way, a form of censorship.

Were the motion an attempt to set up a select committee in more general terms and not to mount an experiment, more progress might be made because in 5 or 10 years, great progress would be made in cable.

Once cable covered many households, an insurance channel could be there to put to the people who wanted it every mortal and sometimes boring word uttered in the House. That would be the check and balance against edited news bulletins.

Mr Peter Shore, Opposition spokesman on House of Commons affairs, said there was no party view. He was in favour of televising the proceedings of the House.

Television was the most influential of the media as hardly a home had no television set and it was strange and even paradoxical that MPs and members of the Government should deny themselves the opportunity to communicate directly to the British public through television.

He did not believe it would encourage or provoke bad behaviour by MPs.

Provided they retained supervision and control through an ongoing select committee, monitoring and reviewing what was going on, they were always free to change their minds. If they seriously believed that the reputation of either House was being damaged by current practice.

Mr John Stokes (Stourbridge and Halesowen, C) said he opposed the motion. Television would alter the timetable and the tenor of the proceedings. The dress and appearance of MPs would alter. Cameras would change the intimate nature of debate. The cut and thrust would go and the House would become one giant husting.

Mr John Biffen, Lord Privy Seal and Leader of the House, said if the motion was carried, a motion would be proposed to establish a select committee as the only sensible way of considering the full implications and technicalities of the experiment. If the House so resolved, the committee would report and a debate on principle would be joined by consideration of the technicalities.

No experiment could proceed without the House endorsing the select committee's observations. As it was such an important issue, he believed a new select committee should be set up so that its members could be chosen by the House to reflect the range of views held.

There had been some discussions with broadcasters before the debate on an informal basis and they had suggested an experiment of 6 to 12 weeks with equipment continuously based there. More powerful lighting under the galleries would be required.

Both the BBC and the independent broadcasters had suggested live coverage of major occasions, a daily summary of proceedings, the use of material in a wide range of news and current affairs programmes and coverage on local issues and MPs.

The broadcasters believed they should have editorial control of the material to be broadcast. It would be for the select committee to look at the responsibility this would place on the broadcasters and to recommend whether that would be acceptable. It would be one of the committee's most important tasks.

The ultimate decision would lie with the House.

Mr Beith: Debate reports get shorter

If the select committee reported next spring, he hoped the House would have the opportunity to decide on its recommendations and discuss the report soon after Easter.

If the decision then was to proceed, there would be a delay of some weeks before an experiment could start to allow for the installation of equipment. He envisaged the most optimistic timetable would be to start the experiment to start in the last few weeks before the summer recess. A more realistic possibility was that it would start at the beginning of the new parliamentary session.

Following the experiment, he would expect the select committee to make a further report to the House later next year and make recommendations about whether to proceed to a permanent system and the form it might take. The House would then have an opportunity to vote on it.

He believed a Parliament seeking popular support for its authority should not forsake what was probably the most effective popular form of communication.

Of course they could not know what the effect would be. A decision on televising the chamber was probably as fundamental as *Diana's* 1867 Reform Bill. Like that Bill, it was long in the making.

He believed they had to take that leap but he remained optimistic enough to believe their institution could adapt to television and not be mastered by it.

Plans might make people feel they are burden

HEALTH SERVICE

Commenting that he had allowed common sense to override his ecclesiastical precedence, the Bishop of Durham, Mr Rev David Jenkins, criticized the Government's plans for the National Health Service, saying the social security system during a debate in the House of Lords.

He said the green paper previously on the social security system did not look like a satisfactory basis for the sort of system needed into the 21st century.

He said the green paper was an encouragement (he said) that the social security system or the National Health Service is safe in present hands.

For the foreseeable future, he said, the immediate needs, then, were going to be people who were disadvantaged, and, through no fault of their own, dependent on social security.

The message that it is likely to be conveyed to them is that the direction of the green paper is followed (he said) that they are a burden - a burden to be maintained at the lowest possible level of expenditure - to be gradually allowed to deteriorate, perhaps, but not to be supervised at every turn about their needs and the number of their lives.

That might not be too good, but the message did not look good. Lord Emswiler, Opposition health spokesman, said he had been doubting whether ministers understood the degree of opposition to the changes in the NHS.

There are so many people who are having to postpone (he said) and many things they would want to do, because of financial cutbacks, they are having to postpone. It is a very real problem, and it is a very real problem, and it is a very real problem.

Why, then, had our patient waiting times increased by 20 per cent and why were there as many as 100 wards accepted by children as well as adults?

Why, when in the last few years spending on the hospital services had risen by 6.5 per cent in real terms, spending on the general practice services had gone up by only 4.5 per cent, in spite of the increasing demand on the service by the growing elderly population?

Was the Government satisfied with the recently announced £1 million towards tackling the growing problem of AIDS. That was a pathetic drop in the ocean to deal with a problem which, if it followed the American pattern, could be devastating.

Lord Emswiler, Under Secretary of State for Health and Social Security, said that from time to time there had been talk of cuts in the health service, so the Earl of Stockport and the Opposition benches would be delighted to hear there could be no dispute about the Government's commitment to continued support for the NHS funded largely from taxation and providing comprehensive health care for all.

That commitment was illustrated by the recent announcement that the Government had decided to finance largely out of the sale of NHS buildings, residential care, and other services, a total of £750 million.

It was not the amount of money that counted, so much as how it was to be applied.

What the public wanted to hear from the Government was not compensation for increased spending in time for the run-up to the next election, but an explanation of the Government's intentions.

EEC ponders diplomatic action

Britain and other EEC countries are actively considering whether to ask South Africa to withdraw its military attaches from embassies throughout the Community.

Mr Malcolm Rifkind, Minister of State at the Foreign and Commonwealth Office, told the Commons at question time.

So far, he added, only Belgium and Luxembourg have taken a decision to ask for the recall of the attaches.

Mr Rifkind told Mr Robert Parry (Liverpool, Riverside, Lab) that the British military attaches accredited to the Republic of South Africa had now been recalled.

Mr Parry in view of the situation in South Africa, will the Government consider breaking off all diplomatic relations with that country?

Mr Rifkind: That would be extremely foolish. The consequence of the Commonwealth heads of government conference was to seek dialogue between the Commonwealth and the government of South Africa. It would try in the face of that approach to contemplate the type of action Mr Parry recommends.

Mr Ian Lloyd (Havant, C): When our military attaches eventually return to South Africa, they should do so via the many countries in which the South African flag of the Second World War are buried.

Mr Rifkind: He is right to draw attention to the valiant contributions many black and white South Africans and people from other parts of Africa made during the Second World War.

We seek to make clear our denunciation of apartheid, but not to do so in a way that damages the economic prospects of all the people of South Africa.

Mr Donald Anderson, an Opposition spokesman on foreign and Commonwealth affairs: On September 25 we agreed with our EEC partners not only to recall our military attaches in South Africa, but also to refuse to grant accreditation to military attaches from South Africa in this country.

Is the Government's policy that the current military attaches in London in the South African embassy can remain until such time as they are recalled by their own government?

Mr Rifkind: This matter is currently under consideration by the foreign ministers of the Community. At this stage, only Belgium and Luxembourg have taken a decision to ask

for the recall of South African military attaches in their own capitals. But the matter is under active consideration.

Sir John Begg-Davies (Epping Forest, C): Concern has been expressed in this House about South African military incursions into neighbouring territories. It is stupid to withdraw from South Africa those who would be in a position to assess and report to the Government on these matters.

Mr Rifkind: The Government are satisfied that the action we have taken will not in practice jeopardise such information.

Mr Ivan Lawrence (Barnet, C): If it is the Government's policy to oppose terrorism on every front, why is the African National Congress able to operate through its attaches out of an office in London?

Mr Rifkind: The policy of the Government has always been that individuals are free to set up any office in London that they wish so long as their actions and activities do not conflict with British law.

If there is any evidence that any individual in such an office does take action which conflicts with our law then steps will be taken to deal with that at the earliest opportunity.

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MPs approve bypass

ENVIRONMENT

The Okehampton Bypass (Confirmation of Orders) Bill, to approve the Government's decision to build the bypass through the edge of Dartmoor, was carried in the Commons on Tuesday night by 247 votes to 127 - Government majority, 120.

By Rodney Cowton, Defence Correspondent

ance to deteriorate to a level where air operations beyond frontiers defence would be

The options were:

- The maintenance of a balanced military force strong enough to hold the Islands

"there is no going back once the airport is occupied by another power. All that has been invested in lives and money could be lost in a matter of hours."

By Pearce Wright
Science Editor

develop a longer-term space strategy. Mr Pattie said activities in the UK were too fragmented, and projects were



Mr Pattie said any extra money for the two largest

The Government is talking

sleeker version of Concorde, with a rocket at the back.

From Tim Jones
Newport

leave but fell and was carried upstairs to bed.

afternoon. She managed to knock the gear lever into neutral and steer to the hard shoulder from the outside lane.

By Colin Hughes
Local Government

rescue crew

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So if you travel around the capital by road you'll face delays of some sort.

London Regional Transport maintains that these buses save money.

But they also lose money simply because people avoid using them if they possibly can.

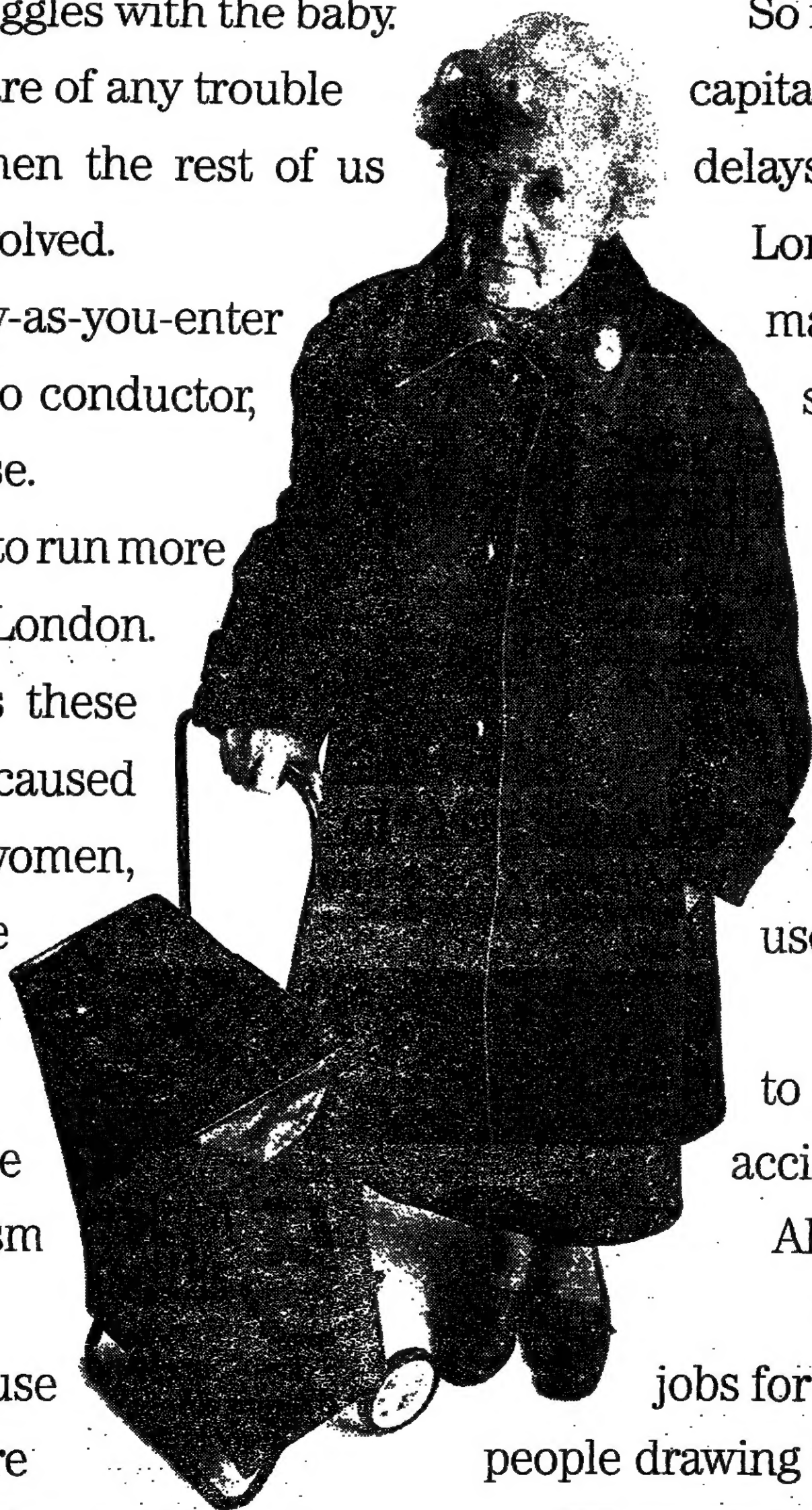
When people use buses less, many of them use cars more.

Which adds still further to traffic congestion, road accidents and pollution.

All of which cost money.

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When you add it all up it seems we're paying a heavy price for pay-as-you-enter buses.



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French fury over Italian connection with private TV channel

From Diana Geddes, Paris

The French Government's decision to grant the licence for France's first non-paying private television channel, to a Franco-Italian group after secret negotiations and without consulting other interested parties, has caused an uproar, both on the left and on the right.

There is little doubt that the Government has rushed through its decision to ensure the introduction of at least one private television channel which is sympathetic to the left before the Socialists' expected defeat in the general election next March.

France's fifth-channel is due to start broadcasting by February 20. The right has announced plans to privatise two of the three existing state-owned television channels as soon as it is returned to power. France already has one private television channel, Canal Plus, launched a year ago, but it is controlled by the state and is only accessible to paying subscribers.

The present uproar does not only concern the underhand way in which the Government appears to have clinched the deal for the new channel, but also the fact that it has gone to a group in which one of the principal partners is the Italian magnate, Signor Silvio Berlusconi, owner of three private channels accounting for 80 per

cent of the private television audience in Italy. His name has become a byword in France for all that is trashy and mediocre on television.

The Socialists themselves have often derided in the past what they referred to as Berlusconi's "Coca-Cola TV" with its lightweight diet of American films, soap operas, sponsored television games and sport. Four leading Socialists - M. Michel Rocard, M. Lionel Jospin, M. Jack Lang and M. Pierre Mauroy have reportedly protested in private about the Government's choice.

French film directors, traditionally sympathetic as a group to the left, are horrified by the deal. Describing Signor Berlusconi as the grave-digger of the Italian cinema, they claim that his arrival on the Italian entertainment scene has been largely responsible for the catastrophic drop in the number of Italian cinema-goers in the past few years.

Shortly before the contract was signed with Signor Berlusconi and his French partner, M. Jérôme Seydoux, on Tuesday night, Mr. Georges Marchais, leader of the French Communist Party, sent a letter to President Mitterrand, begging him to abandon the project. "One only has to see what has happened in Italy to judge the

disastrous consequences of such a decision," he said.

Signor Berlusconi - warmly recommended to President Mitterrand by the Italian Prime Minister, Signor Bettino Craxi - and M. Seydoux, grandson of the founder of the Schlumberger empire and reportedly one of the 10 richest people in France, are both said to have marked left-wing sympathies.

The French Government was anxious to point out yesterday that the new owners of the fifth channel would be predominantly French, Signor Berlusconi holding only 40 per cent of the shares.

The only other serious contender for the new channel - the Luxembourg television consortium, CTI, in which Mr. Rupert Murdoch, the International publisher, had a large interest - would have been much more "foreign", the Government suggested.

The new channel, which is expected to reach 28 million viewers, or half the French population, by the end of next year, will be broadcast by both Hertzian wave and the new French satellite, TDFI, once that is launched next summer.

Mr. Robert Maxwell, British owner of *The Mirror*, has signed a contract with the French Government for another of the satellite's channels for an English-language programme.



Sir Paul Reeves, (left), former Anglican Archbishop of New Zealand, being met with a hongi (traditional Maori greeting) by Mr. David Lange, the Prime Minister, before being sworn in yesterday as the first Governor-General of Maori descent. He is wearing a chief's feather cloak instead of one of the ornate uniforms sported by previous governors. He is the fourteenth Governor-General and the first churchman to hold the position. Maori elders and well-wishers were present in the crowd of several thousand which thronged the

Parliament grounds for the swearing-in ceremony.

At Government House, the Governor-General's residence and scene of garden parties and formal dinners, mattresses were laid on the floors to accommodate the many Maori visitors from far-flung villages. Steady rain which, Maoris say, means the gods are cloaking a chosen son, thwarted plans to break another tradition and stage the full swearing-in ceremony outside.

Sir Paul succeeded Sir David Beattie.

Warning of a warmer world

From Charles Harrison, Nairobi

The most exhaustive study of the ozone layer in the atmosphere and the troposphere will soon be presented to world governments, with a warning from scientists that significant climatic changes can be expected if steps are not taken to limit the mission of chloro-fluorocarbons, which are widely used in aerosols and for industrial purposes.

Scientists involved in the study, which has taken years to complete, said here yesterday that the earth's climate can be expected to warm up significantly as the ozone layer, which screens ultraviolet radiation from the sun, decreases; the incidence of skin cancers and cataracts will increase with the higher ultraviolet radiation; and the growth of many plants will be reduced.

The study, supported by the US Environment Programme and many other national and international bodies, is the work of more than 100 of the world's top atmospheric scientists. It is being discussed at a seminar here this week.

Dr. Robert Watson, a British scientist attached to NASA, said yesterday: "Policy-makers must be aware that if there is a change in atmospheric ozone, or in the climate, recovery will take centuries. Now is the time to design and implement an early-warning system."

The scientists say temperatures could rise by up to 4.5°C in the next 80 years, a much more rapid change than at any time in the earth's history.

Lead role for star in jail fracas

From Harry Debelius, Madrid

"El Vaquilla", a Spanish film star who has spent a good deal of his life in prison, allegedly played a leading role in an unsuccessful prison break during which eight hostages were taken, according to reports reaching here yesterday.

Señor Juan José Moreno, aged 23, alias El Vaquilla (the little cow), escaped from several reformatories in his childhood and was first locked up in an adult prison, the Modelo de Barcelona, when he was 13. Later he became an inmate of several other Spanish prisons.

He was catapulted to fame at the age of 19 when a film director, Señor José Antonio de la Loma, made him the star of *Street Dogs* about the circumstances which led a young man into crime.

While the film was still playing in cinemas here, El Vaquilla was arrested for questioning in connection with a bank hold-up which was strikingly similar to one in the film.

The disturbance at Ciudad Real prison on Tuesday lasted eight hours. One hostage was slightly injured. It ended when civil guards stormed the prison wing where El Vaquilla and three other prisoners were allegedly holding the hostages.

Last April El Vaquilla took part in a riot at the Modelo prison which ended only after authorities delivered an unidentified substance to prisoners who had demanded heroin.

Demotion for agents in seaman case

Washington - Two US border patrol agents who returned a defecting Soviet seaman to his ship in the Mississippi are to be demoted and suspended without pay, the US Immigration Service has proposed (Michael Sinyon writes).

One of the men would be suspended for 90 days; the other for 45, and both would be ordered to take two weeks of retraining and be transferred. They will be reduced in rank and have their pay cut for failing to consult their superiors or notify the State Department. The men, not named by the authorities, have 10 days to respond before a final decision is made.

Corruption rife in civil service

From Jan Raath, Harare

Corruption in the Zimbabwe civil service has grown to the point where senior officers in some Ministries are suspected of deliberately using chaotic situations for perpetrating fraud, bribery and theft, according to the Government's financial controller.

The 1983-1984 report of Mr. John Hilligan, the Comptroller and Auditor-General, is the third in point to increasing misadministration in the 150,000-strong civil service and armed forces.

Tabled in Parliament on Tuesday, Mr. Hilligan's report speaks of "a general lack of awareness or desire to assist me in my objectives" among senior civil servants.

He said that as a result of the unwillingness to address "chaotic" situations, "one cannot help feeling that such an

aura of confusion is deliberately contrived because fraud and corruption thrive in such conditions."

There was a tendency for criminals "to use organized methods involving a number of people in key positions to play their part in the crime." He referred to a scandal last year when it emerged that the Government had been cheated of £2.5 million through overcharging for the transport of drought relief supplies. "Key personnel connected with the processing of documents at every stage of the payment procedure were recruited and paid for their services."

Although he had proof of such deals, he was unable to pursue the culprits because "the documents are invariably destroyed, nothing is committed in writing and witnesses are unwilling to talk."

A report by Amnesty International stating that torture of the Zimbabwe Government's political opponents was used in jails here was "a heap of lies," Mr. Robert Mugabe, the Prime Minister, said yesterday.

Speaking in the House of Assembly during Prime Minister's Question Time, Mr. Mugabe also refused to consider conducting his own investigation into the allegations.

Questioned on remarks by Mr. Ian Smith, the former Rhodesian Prime Minister, who said in a television programme in Britain last month that Zimbabwe's blacks were illiterate and politically ignorant, the Prime Minister said Mr. Smith was "incorrigible" and long ago should have been hanged and hanged publicly.

UK may face £100m bill for Australian A-tests

From Stephen Taylor, Sydney

The long-awaited judgment of the Royal Commission into British nuclear tests in Australia was handed in yesterday.

Mr. James McClelland and his two fellow commissioners presented their three-volume report to Sir Ninian Stephen, the Governor-General, in Canberra. It will be circulated among ministers and discussed in Cabinet before being tabled in Parliament.

The commission spent 14 months hearing evidence and considering the health and environmental impact of 12 British nuclear tests on Australian soil between 1952 and 1957.

The consideration of alleged negligence and possible compensation were central to the inquiry, which heard that

British and Australian servicemen and Aborigines had been exposed to dangerous levels of contamination, and Aborigines had also lost the use of traditional lands.

There has been remarkably little speculation by the Australian press on the likely findings of Mr. McClelland, who during the proceedings accused the British Government of being unco-operative and described Mrs. Margaret Thatcher as "that silly woman."

A report in the *Age* newspaper in Melbourne last week said that if the Government accepts the commission's recommendations Britain faces a bill of between £50 million and £100 million for cleaning up the contaminated range of Maralinga.

Danes turn left and right

From Christopher Follett, Copenhagen

Solid gains by the Conservative People's Party of Mr. Poul Schlüter, the Danish Prime Minister, counter-balanced the general swing to the left in Denmark's local elections, emphasizing the country's growing political polarization.

Tuesday's poll, a mid-term barometer of political trends (about two years before general elections), saw the Conservatives increasing their share of the vote from 17 per cent to 20 per cent and the opposition Socialist People's Party sweeping from 7 to 11 per cent.

The Liberal Party, the main partner of the Conservatives in the ruling coalition, held its

own, securing 16 per cent of the vote, a 1 per cent drop in support since the last local ballot in 1981, while the main opposition, the Social Democratic Party, maintained its 35 per cent share of the vote.

A new environmental party entered Danish politics for the first time, and the anti-tax Progress party of Mr. Mogens Glisrup, was almost destroyed.

Percentage results for main parties (with 1981 vote in parentheses): Social Democrats 35.6 (35.7), Conservatives 19.8 (17), Liberal Party 16.1 (17.2), Socialist People's Party 11.3 (6.7), Radical Liberals 4.2 (6), Progress Party 2.3 (1.7).

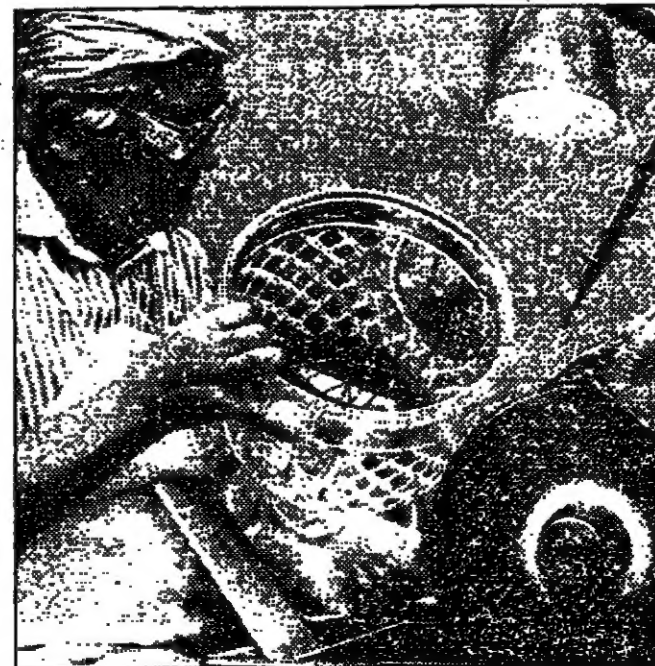
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Paris orders inquiry into experiment on coma patient

From Diana Geddes, Paris

The French Government has ordered an inquiry into the decision by a team of doctors to experiment on a patient in a deep coma, without the prior knowledge or consent of either the patient or the patient's family.

The patient, a young man who had been plunged into a coma as a result of an accident three years earlier, died several months after undergoing the experiment last April, but the doctors insist that his death had nothing to do with their intervention.

It is the first time that such an act has been publicly acknowledged in France, though it is suggested that other doctors have been carrying out similar experiments on patients in comas for several years.

Professor Alain Milhaud of the Artois University Hospital said he decided to challenge the present accepted definition of death.

The experiment consisted of drawing a litre of the patient's blood and then re-injecting it, within the space of two minutes, into the marrow of the

patient's pelvis with the aid of a large needle.

The professor said he and his team were thereby able to show that it was possible to inject blood through bones. Such a discovery could be of great benefit when treating patients in a state of shock, who needed a rapid blood transfusion, but whose veins are not capable of accepting such a transfusion, he said.

The director of the hospital said that in his view the reanimation services were designed to reanimate patients, not to carry out this kind of experiment, while Dr Louis René, president of the National Consultative Commission of Medical Ethics, said he was "shocked by the levity with which people plunge into experiments, apparently without respect for scientific requirements".

In a statement yesterday, M Edmond Hervé, the Minister for Health, emphasized the need for doctors "to respect the rules of the medical code, in particular those under article 18 which stipulates that a doctor must not make a patient undergo an unjustified risk".

Embryo pioneer wants watchdog

From Tony Duboulin, Melbourne

A central ethical authority should be established to rule on problems associated with embryonic research, Dr Robert Edwards of Cambridge, who, with Mr Patrick Steptoe, pioneered *in vitro* fertilization, said in Melbourne yesterday.

"We've been arguing for this for 20 years. We've been sticking our necks out," he said.

Dr Edwards said that the 14-day limit on growing human embryos could restrict research in the future, although it was not a problem at present. The system has to change and give, all systems change, he said.

The ethical problems associated with freezing human ova in *in vitro* fertilization programmes will be considered by the Victorian State Government committee set up to advise on infertility and its treatment.

Last week an *in vitro* fertilization team in Adelaide announced that it had become the first successfully to freeze the thaw human ova instead of embryos.

The head of the Adelaide team at the Queen Elizabeth Hospital, Dr John Kerin, said that his team had 15 eggs and were fertilizing them. "It is intended that those embryos, of eggs that thaw and fertilize normally, will be returned to the couple's uterus," he said.

Professor Louis Walter, chairman of the Victorian Standing Review and Advisory Committee, said the committee would be studying ova freezing and every other development that occurred in infertility technology. The committee has held two meetings and is considering the new technique, called Gamete Intra Fallopian Transfer or GIFT.

Dr Edwards said that his work involved using adult mice who had been irradiated. He said he had been "encouraged" by the results of the experiments.

He said that before such treatment could be used on humans there would have to be "clarification of the rules which govern this sort of work." There

Men who find the words for dialogue

By Sally Brompton

While President Reagan and Mr Gorbachov trod the knife-edge of soft-shoe diplomacy in Geneva, the two faceless men at their elbows played parts almost as vital as their own.

For, whatever the world leaders' immediate and long-term hopes and fears, the responsibility for relating them accurately, succinctly and in the spirit intended lay with their official interpreters.

Curiously, both the American and Soviet chief interpreters are new boys to holding senior roles in the delicate art of summit negotiating: both have just taken over from veteran interpreters; and both are highly regarded as young diplomatic lions by their individual governments.

While each delegation brought with them a total team of five interpreters, the stars were - in the American corner, Mr Dmitri Zarechnak, and, for the Russians, Mr Nikolai Ouspensky.

Mr Ouspensky, a 40-year-old Muscovite, is a married man with a daughter still at school. He has a degree in international politics and joined the Kremlin's Ministry of Foreign Affairs from university. He spent several years at the Soviet Embassy in Canada before coming to London where he was the Russian press attaché for about five years, returning home in 1983.

A small, whipper-like man with thin dark hair, he is a chain smoker - even during meals. He is remembered during his time in London as having a taste for expensive meals, regularly frequenting the kind of West End restaurant where a meal for two can cost as much as £80.

In Moscow, he is deputy head of the Second European Department which is responsible for Soviet-Commonwealth relations. In the past he held the role of "media minder", looking after a cluster of foreign journalists in Moscow.

In Russia, where both English and American English are taught, he excelled, ironically, in English English, and has a reputation for being a good communicator, and a qualified diplomat. He is also expected to be destined for a ministerial post in the future.

His predecessor, Mr Victor Sukhodrev, was for many years interpreter and confidante to Mr Andrei Gromyko, reaching



Mr Gorbachov and President Reagan beginning their third summit session yesterday with a handshake

ambassadorial rank himself. He has always refused to allow himself even the faintest indication although on a recent trip to Geneva with Mr Gromyko he made, for him, the unprecedented revelation that he was not yet decided what he was going to say or, indeed, even whether he was going to wear a hat. Described as "more English than the English", with a impeccable cocktail style he is a hard act for Mr Ouspensky to follow.

Whatever his personal opinion of Americans, Mr Ouspensky clearly does not think much of their taste in alcohol. During his stay in London, addressing a meeting on disarmament at the request of the Tory MP for Newbury, Mr Michael McNair-Wilson, the Russian scornfully declined a glass of specially-bought Smirnoff vodka with the words: "That is not vodka. It does not taste of anything. That is a drink for Americans".

Mr Zarechnak, a senior member of the State Department in Washington, is of Russian origin, having been born in what is now Czechoslovakia, moving to America with his parents when he was aged four.

Now 41, he is still very active in the Russian community in Washington, attending the Orthodox church services and speaking Russian at home. He joined the State Department in 1971 and has been translating ever since.

He follows in the footsteps of the legendary William Krieger, who has been interpreting between Soviet and American statesmen since the mid-50s. Born in Berlin of Russian parentage, Mr Krieger inter-

preted at all the summits involving Johnson, Nixon, Ford and Carter.

Contrary to common belief, it is the American interpreter who speaks to Mr Gorbachov, while the Russian translates from Reagan. This is because the interpreters themselves must understand the expressions and idiosyncrasies of the man for whom they are speaking.

While Mr George Shultz, Secretary of State, constantly throws in American football or baseball terms which would doubtless baffle a Soviet translator, Mr Reagan frequently refers to old Hollywood films or showbusiness expressions.

At their private meetings, the two leaders used consecutive translation, giving each of them more time to consider his remarks, but at the delegate meetings, simultaneous translation was used.

In fact, in keeping with the Russians' traditional liking for intrigue, it is thought that Gorbachov's English is rather better than he cares to admit. Thus, he is able to understand and have even more time to reflect on his responses.



Mr Ouspensky: a taste for expensive food.

Regan remarks anger women

From Michael Binyon, Washington

Women's groups here are up in arms over assertions by Mr Ronald Regan, the White House Chief of Staff, that women would be especially interested in the tea time chatter of the two First Ladies because most would not be able to understand missile throw-weights, what was happening in Afghanistan and other issues at the summit.

"Absolutely unbelievable," said Patricia Schroeder, a Democrat who has been on the House Arms Services Committee. She thought she could probably teach Mr Regan a thing or two about defence.

Others were equally caustic. "It's hard not to laugh," said Irene Navidov, chairwoman of the National Women's Political Caucus. "All the gender gap polls in 1984 showed that peace was the number one women's issue. We are the ones bearing the sons who would go to war." And Ms Shireen Miles, the

thought it a good thing that the White House had sent Mrs Regan along, unless she was having tea, taking a boat ride or visiting a drug treatment centre, half of all Americans obviously would not bother to follow on what was going on in Geneva at all.

Mr Regan's remarks, it added, probably explained why the British were not at the conference. "How could the Prime Minister even follow the debate? She'd probably be seen sneaking away to listen to an alpenhorn concert just when the going got rough on SDI."

But Mr Regan should stop worrying. Women were clever. They had mastered vacuum cleaners and washing machines, and some could even figure out the family telephone bill. It should not take them long to catch up on human rights or the military conquest of a smaller, weaker nation.

Wry humour disarms the press brigade

From Nicholas Ashford and Alan McGregor, Geneva

Just because a news blackout has been imposed for the duration of the Reagan-Gorbachov summit does not mean that journalists stop asking questions. It just means that most of them are not answered.

The American and Soviet delegations have each been holding two press conferences every day of the summit. At these they are supposed to reveal only the barest details of the meeting that have been taking place, such as the time each session lasted and who participated. They are not even meant to reveal whether the subjects contained in the original summit agenda were actually discussed.

Despite these constraints, each press conference manages to last from between half-an-hour to an hour, as journalists try to prise the thinnest details from the tight-lipped spokesmen. Their efforts have produced much trivia but little substance.

The American press conferences are taken by Mr Larry Speakes, who's been the White House spokesman for the past five years. Mr Speakes still carries the title of principal deputy press secretary to the President as he is technically subordinate to Mr James Brady, the President's press secretary who was seriously wounded during the attempt on Mr Reagan's life in 1981 and has not recovered sufficiently to resume his duties.

On the Soviet side the role of chief spokesman is played by Mr Leonid Zamyatin, the chief of the international information division of the Central Committee of the Communist party. Mr Zamyatin, aged 63, has the advantage over Mr Speakes in that he is a member of the official Soviet delegation and sits in on the talks. However,

as he is bound by the terms of the news blackout, he is no more revealing in public than his American counterpart.

Mr Zamyatin also speaks English which he uses on occasions when he feels the official translation has been inadequate or when he wants to engage in repartee with one of his questioners. Mr Speakes, who is 17 years Mr Zamyatin's junior, speaks only English, with a distinctive Mississippi accent.

Both men have a similar brusque manner in dealing with questioners, particularly those who ask silly or repetitive questions. Both have a wry sense of humour.

When a questioner asked Mr Speakes yesterday whether Mr Gorbachov had a fire burning for himself and Mr Reagan to sit beside during their tête-à-tête at the Soviet mission, he replied with as straight a face as possible: "There was no fireplace in the room so it was inappropriate to light a fire."

Asked by an elderly and forgetful member of the White House press corps, Mrs Naomi Nover, whether Mr Andrei Gromyko was taking part in the talks (President Gromyko, the former Soviet Foreign Minister, is not present in Geneva), he quipped: "Naomi, you're not going out with Gromyko again."

Mr Zamyatin likes to chide journalists who ask lengthy questions by telling them to issue a press statement or hold their own press conference. A long-time expert on Western press methods, he almost seems to relish questions on "difficult" subjects such as Afghanistan or human rights which he uses to give a lengthy exposition of Soviet policy.

Obote's top policeman accused of murder

Kampala (Reuters) - The former Minister of State for Security in deposed President Milton Obote's government, Mr Chris Rwakasis, was charged here with the 1981 murder of a former Ugandan envoy to the United Nations, George Rwaboto. He was remanded in custody until December 4.

Rwaboto died at Mbarara, 160 miles west of Kampala, during a period of mass killings in Uganda. Rwakasis, detained by the military government after a coup in July, was also head of Dr Obote's National Security Agency, widely accused of torturing and killing many government opponents.

The Ugandan Prime Minister, Mr Abraham Waligwa, has ordered the freezing of bank accounts belonging to Dr Obote and some of his top aides. It was reported here.

Flexible hours for French

Paris - Despite opposition from employers and two trade union federations, the French Government has approved a Bill to introduce greater flexibility in working hours (Diane Gibbes writes).

Under the Bill, management could ask employees to work up to 41 hours a week without overtime, so long as average working week over the year did not exceed 38 hours. The week could also rise to 44 hours, provided that the average working week did not go above 37½ hours.

Top ballerina

Moscow (Reuters) - Ballerina Maya Plisetskaya, who was 60 yesterday and is still dancing regularly, has been given the top Soviet award of Hero of Socialist Labour, Tass reported.

Coup trials begin

Monrovia (AFP) - The Liberian Government announced that trials of people implicated in last week's abortive coup would begin immediately. With politicians awaiting their fate in court, and military personnel facing special tribunals, the Government also called on all Liberians to report anyone possessing unauthorized weapons.

Suicide fine

Paris - M. Yves Le Bonnier, co-author of a "do it yourself" suicide guide, was fined 10,000 francs (£900) by a criminal court here after being found guilty of "non-assistance of a person in danger". He failed to do anything to help the victim despite receiving two letters from him.

Ottawa switch

Ottawa - The Canadian Prime Minister, Mr Brian Mulroney, has promoted Mr Thomas Siddons, a Conservative MP from British Columbia, from the junior post of Minister of State for Science and Technology to the job of Fisheries Minister, vacant for two months since Mr John Fraser quit in a row over cases of tainted tuna.

CIA spies jailed

Accra (Reuters) - Two Ghanaians who admitted spying for the US Central Intelligence Agency have been given long prison sentences. Felix Pessah, 59, a security officer at the US Embassy, was given life imprisonment, and Theodore Ariedu, 39, a police inspector, was sentenced to 25 years.

Cash flow

Peking (Reuters) - China allowed its more than a billion people to hold foreign exchange yesterday for the first time since 1949, and said it was considering opening special foreign-currency shops.

Rabbit's victim

Sydney (Reuters) - Mr Ronald Sharp, whose leg was broken by a mechanical rabbit used in greyhound racing, was awarded \$A216,000 dollars (£103,000) damages. He was watching his dog in a time trial when he was thrown into the air by the "rabbit".

UK work habits stump Tokyo

From David Watts, Tokyo

The report by the Japan External Trade Organization shows that Japanese management methods are far from universally applied even in companies wholly owned by the Japanese. In some areas Japanese methods may even be on the retreat in the face of the difficulty of getting Europeans adapt. Nevertheless a majority of the 32 Japanese firms in Britain make handsome profits and are optimistic about their future.

The concept of cleaning up to ensure efficient operation of production lines and offices is fundamental to the Japanese approach, yet 80 of 112 Japanese affiliate companies responding to a survey said their employees use company time close to the end of working

hours for clearing up, or stop work midway once working hours end and go home.

All Japanese companies in Britain have schemes under which blue-collar workers can advance into white-collar jobs and it is in blue-collar industries that Japanese management methods have been the most successful. "There are not many success stories in the white-collar dominated services sector."

With the example of British Leyland "engraved on their hearts" Japanese firms have been seeking one-union, no-strike arrangements but already one electronics manufacturer has found that a no-strike agreement isn't necessarily what it sounds. The new Sunderland Nissan plant may prove a turning point.

Abu Abbas looms large in run-up to hijack trial

From Peter Nichol, Rome

Genoa judicial authorities have decided to prepare for the trial of 16 Palestinians in connection with the hijacking of the Achille Lauro cruise ship and the death of Leon Klinghoffer, an American passenger. Mr Abu Abbas, who is suspected of being the organizer of last month's hijack, was allowed to leave Italy after an Egyptian aircraft carrying alleged hijackers was forced down in Sicily by American planes. The Genoa investigators have confirmed that a warrant is out for his arrest.

The decision on Thursday night by the public prosecutor's office in Genoa was that the documents in the case should now be made over to the office

of the investigating judge. He will look at the 4,000 pages of material implicating the 16 men and after completing his own investigations will advise formally on whether or not they should be sent for trial.

There is no doubt that the conclusion will be to try the men. The prosecutor's office believes the trial can begin in early spring.

The charges they will face include hijacking of a ship with terrorist aims leading to murder, disposing of a body.

Among those facing trial next year are five Palestinians convicted and sentenced in Genoa on Monday to jail terms of four to nine years for arms offences connected with the hijack.

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Inquiry told Air-India jet wreckage revealed no signs of explosion or fire

Delhi (Reuters) - Examination of wreckage from the Boeing 747 which crashed off the coast of the Irish Republic killing 329 people showed no evidence of an explosion or fire, an inquiry into the disaster was told yesterday.

The Air-India 747, named Kanishka, plunged without warning into the sea on June 23 on a flight from Toronto to Bombay. Aviation experts have not ruled out sabotage, and two militant Sikh groups are reported to have admitted planting a bomb on the plane.

But Mr S. K. Khosla, director of air safety in the Indian Directorate-General of Civil Aviation, told Mr I. G. Whitehall, counsel for the Canadian Government, when the official Indian inquiry opened yesterday that the cockpit entry door, side bulkhead panel and 12 of the aircraft's 16 lavatory doors had been found relatively intact and showed no evidence of an explosion.

"Whatever wreckage I have seen has not indicated any

evidence of fire on board the plane," he said.

Three important sections of the plane's fuselage were seen lying close together on video film of the wreckage, but the largest section, which included the economy class seats, was scattered over an area of five miles on the seabed.

"My conclusion is that parts of this section were liberated (broken up) in mid-air and so perhaps were spread over such a large area," Mr Khosla said. But he had not seen several pieces of wreckage salvaged last month by a robot submarine from the Atlantic seabed about 150 miles from Cork.

He said that experts at India's Atomic Research Centre in Bombay were still examining the wreckage.

An Air-India lawyer at the inquiry accused the Canadian Government of submitting improper evidence. Mr Lalit Bhasin said affidavits filed by Canadian ticket sellers, baggage handlers and airport employees were inadmissible because they

were signed by the Royal Canadian Mounted Police and not by the people who made them.

He said the statements were sometimes recorded under hypnosis and were "not admissible under law". One statement to which he objected was taken by officer A. Armstrong in Vancouver from an unnamed ticket seller on June 28 and again on July 18 under hypnosis.

Mr Bhasin also told Justice B. N. Kirpal, who heads India's official inquiry into the crash, that he was not assisted by authorities in Canada when he visited them, and was not allowed to interview people who had made the disputed statements. Mr Whitehall was given two days to reply to Mr Bhasin's charges.

The public hearings are being attended by representatives of Air Canada, the Boeing Aircraft Company, the Irish and Canadian Governments, Air-India, and the Indian civil aviation authorities.



Residents of the area near Isipingo in Natal, where tribal faction fighting flared, moving out yesterday to escape the violence.

Seven die in tribal fighting

From Michael Hornsby, Johannesburg

At least seven people were killed and scores injured in tribal faction fighting at Isipingo, a black area south of Durban, on Tuesday night, the South African police reported. The area was still tense and patrolled by dozens of anti-riot police yesterday.

There appear to have been no political overtones to the fighting, which, according to the police, involved clashes between more than 2,000 Zulus and Pondoos, who are related to the Zulus by language and culture.

Eye-witnesses said the two sides fought with knobkerries, sticks, knives and pangas. The deaths were caused by stabbing. A number of shacks were burnt down, and hundreds of residents of the area fled their homes.

The underlying cause of the fighting is not clear, though an attack on a Pondo chief, now in hospital with serious injuries, seems to have set it off.

Meanwhile, the Johannesburg evening newspaper, *The Star*, reported yesterday that the death toll in violence that began last weekend in the Queenstown region in the Eastern Cape had risen to 13. The police could not immediately confirm this.

According to press reports, the Queenstown police intervened in fighting between local blacks and coloureds who did not support a boycott of schools and white-owned shops. The police allegedly sided with the coloureds and encouraged them to form vigilante squads to protect their homes.

The number of deaths in unrest in Leandra, a black township some 60 miles south east of Johannesburg, rose to four yesterday. Violence flared early on Tuesday morning after residents stayed away from work in protest against eviction notices served on squatters living in shacks on the edge of the township.

The white owner of a cafe

near the shacks shot dead a black woman as she was trying to fetch water from a communal tap. This sparked serious riots in which a beer hall and houses belonging to black policemen and township councillors were attacked. The police opened fire, killing three people, two men and a woman.

● Car plant closes: The French car manufacturer Peugeot yesterday announced the closing of its South African vehicle assembly operation "for economic reasons".

Three months ago, the Italian car manufacturer Alfa Romeo also closed its plant in South Africa for the same stated reason.

Peugeot, which has been assembling its 504 and 505 range of cars near Pretoria since 1979, said it was closing its South African plant "with reluctance", mainly because of the current poor economic climate here.

Europe's apartheid code tells firms to fight pass laws

From Richard Owen, Brussels

As Europe inches its way toward a common foreign policy, European foreign ministers have issued a controversial code of conduct for European companies operating in or dealing with South Africa. But the EEC is still a long way from anything more far-reaching than a "practical development of joint objectives" on foreign policy issues.

With the Ten about to become the Twelve on January 1, the EEC summit in Luxembourg in 10 days is supposed to agree to a range of reforms, including abolition of trade barriers, greater powers for the European Parliament and a common foreign policy, known as "political co-operation".

But progress has been slight. Mr Malcolm Rifkind, Minister of State at the Foreign Office, said in Brussels there was a "reasonable prospect" of prior agreement on a package of reforms to be put to the Luxembourg summit, but on a narrow range of issues.

The revised code of conduct on South Africa calls on companies to help black employees set up their own businesses and move freely from one place of employment to another - a controversial clause in view of Pretoria's pass laws. The statement says the code is intended to contribute toward the abolition of apartheid, and calls on companies to recognize black trade unions.

The EEC is to review implementation of the code annually. But in reality European foreign policy successes have been few, apart from initiatives on the Middle East - both the Gulf and the Palestinian question - and South Africa.

The formula likely to be put before heads of government merely calls on member states to "inform and consult" each other and to take others' national interests into account. With time fast running out, foreign ministers this week spent time arguing over whether Europe should have a "foreign" policy or an "external" policy, the latter being a wider term embracing economic interests.

The summit will also be asked to approve closer co-operation on defence and security.

The European Parliament in Strasbourg would only be "regularly informed" about foreign policy moves under the new arrangement and this has aroused the ire of Euro-MPs already incensed by the refusal of the Council and Commission in Brussels to give them a greater say in future EEC decision-making.

The EEC states are still far apart on whether to use unanimous rather than majority voting, and on which issues, and cannot agree on the future use of national vetoes.

Finance ministers this week agreed to grant Greece a \$1.05 billion loan, on condition that Greece adhere to Community trading policies and implements a strict austerity programme at home. Half of the loan will be paid immediately and half in a year, provided the EEC's terms have been fulfilled by Athens.

Child sex Bill changed

From Robert Schull, Amsterdam

The Dutch Cabinet is withdrawing its controversial proposal to lower the age of consent from 16 to 12 after public and political pressure.

It would have been included in legislation to bring the Public Morality Act into line with prevailing attitudes.

The Bill, which will now be tabled in amended form, is intended to offer better protection to women against any form of sex by coercion.

Sex between children under 16 is an offence in existing law as is similar behaviour between adults and children.

The Cabinet proposed that the age limit should be lowered to 12, although sex between adults and children would remain an offence if any form of coercion or enticement was involved.

Introduced by the Justice Minister, a Liberal, the proposal proved too controversial, with the prospect of parliamentary elections next May, for the leader of the Liberal parliamentary group.

El Salvador's new image cold comfort for embattled Duarte

By John Carlin

President Duarte has transformed El Salvador's once-tawdry international image since taking office 18 months ago but internally, heading an increasingly isolated government, his credibility is wearing thin.

Powerful factions of the Army, virtually the entire labour movement and most of the typically hostile private sector seem to share a growing conviction that his government is abusing power but not wielding it.

Accusations of corruption against high government officials have been confirmed by embarrassed members of the ruling Christian Democratic Party. The attention President Duarte lavished on securing the release of his daughter, recently held captive by guerrillas for six weeks, is judged to have lost him still more political prestige.

There is a perception among Salvadoreans that the President concentrates too much time on resolving personal ailments at the expense of the country's two most pressing problems, a sick economy and the six-year civil war.

It recently emerged that

during the kidnapping exasperated right-wing army officers had planned a coup, but were dissuaded by the US, on which the Army depends for the running of the war.

As the economy settles into a steep and apparently prolonged decline, labour is getting increasingly restless. The rate of strikes is the highest in four years. Most alarming to the President is that unions which once campaigned on his behalf are now turning against him.

The Government, apparently overawed by the scale of what one Duarte aide called "the economic disaster", can only shrug its shoulders in response to widespread wage demands.

The Government has no money, was the explanation provided recently by the President's closest Cabinet colleague, the Communications Minister, Señor Julio Rey Frendes.

Reports, confirmed by diplomats, of an increase in imprisonment without charge and the use of torture by the security forces, are doing little to convince people of President Duarte's oft-stated commitment to justice and human rights.

The President's promises of peace have led only to disillusionment as government forces and guerrillas persist in their apparently interminable war.

European diplomats, with serious misgivings about their governments' initial enthusiasm for the Duarte government, are now saying the Salvadorean president's only remaining friends appear to be in Washington.

Even the President's daughter has turned against him. Señor Duarte has said publicly that since her captivity she has been suffering from what he called "the Stockholm syndrome" - a feeling of kinship for her kidnappers.

He and his daughter are undergoing joint psychotherapy to cure her of the hostility she has developed towards him since being exposed to the guerrillas' political views.

A priest present when 23 guerrilla prisoners were handed over last month in exchange for the President's daughter said she kissed and embraced several of her captors.

Antarctic ship freed from ice

A British Antarctic Survey ship trapped in pack ice was freed yesterday. The 2,000-tonne John Biscoe had earlier been announced after getting stuck off the west coast of the Antarctic peninsula, dangerously close to two icebergs which had grounded on the ocean floor.

But 23 officers, crew and members of the survey team were yesterday lifted aboard again. They started the engines and the John Biscoe broke through surrounding ice.

A total of 64 crew and survey members had earlier been taken off the ship on to an American vessel, the Polar Duke, when the future of their own vessel looked in doubt.

Later, 24 of them transferred to a West German vessel, the Polarstern, which broke through the ice to lift the team aboard in a steel basket slung from a crane.

The Cambridge headquarters of the survey was in touch with the John Biscoe by radio telephone and her captain, Mr Chris Elliott, reported that on first inspection there was no damage to the £20 million vessel.

The ship is heading towards Palmer Station on Anvers Island where the rest of the crew and passengers will be picked up. If no damage is found, the ship will continue with programme of servicing British bases in the Antarctic.

Lorries for Contras but no weapons

From Christopher Thomas, Washington

The Nicaraguan Contra guerrillas are to receive lorries and other transport as part of the \$27 million (£19 million) "humanitarian" aid package approved by Congress earlier this year.

The Democrat-controlled House of Representatives voted 387-21 late on Tuesday night for a Bill authorizing Central Intelligence Agency expenditure for the financial year which began last month, including funds for the anti-Sandinista guerrillas.

The Bill specifically bans the provision of military equipment or military advisers to the fighters, but it does approve communications equipment and training to operate it. Without specifying details, it said that "transportation assistance" was permitted.

Congressional sources said that would include trucks and other vehicles and might also include helicopters, although the details were not clear.

The Bill will be submitted to the Republican-controlled Senate later this week, where it is expected to have a clear passage. The ease with which it survived the House surprised many observers in view of strong Democratic reservations about President Reagan's support for the Nicaraguan fighters.

The Administration has also requested \$34 million to fund a counter-terrorism assistance

programme in Honduras, Guatemala, El Salvador, Costa Rica and Panama. Some Republicans are voicing opposition to aiding Guatemala, whose military government has been accused of serious human rights abuses.

The money would be in addition to more than \$251 million of military assistance already authorized for the five countries during the current financial year.

● MANAGUA: Between 1,000 and 1,500 North American and European volunteers will join the "battle" to harvest the Nicaragua's coffee despite Contra harassment. Sandinista officials said here (AFP reports).

Five thousand Government employees will also be sent north from the capital next week to help to cut coffee.

Meanwhile, the opposition Conservative Democratic Party complained that the Government had suspended the party's weekly radio programme because the last broadcast criticised a pending parliamentary Bill to reform military conscription.

● ATTACK DEFEATED: The Nicaraguan Army have beaten back an attack by Contras on the town of Santo Domingo in the central province of Chinotales and killed 41 rebels, the Defence Ministry said (Reuters reports).

Two government soldiers were killed

King marks 10-year reign

Homage to all Spain's fallen

From Richard Wigg, Madrid

To celebrate the 10 years of his reign, King Juan Carlos will tomorrow inaugurate a national monument here honouring "all those who gave their lives for Spain".

The emphasis in the inscription is on "all", and the ceremony, to be attended by Queen Sofia, the Spanish Cabinet and armed forces chiefs, is to underline Spain national reconciliation since the monarch has enjoyed under the monarchy and mark a decade of democracy.

Without anyone saying so, the monument will be in sharp contrast to the mausoleum in the Valley of the Fallen, built by Franco north of Madrid after the civil war, where only those who fought on the victorious and Nationalist side are buried, and which was built by Republican prisoners of Franco's forces.

King Juan Carlos will light

emery for the dictator will be a Mass attended by his widow on Saturday and celebrated by Benedictine monks.

On Sunday, old Francoists and extreme right-wingers plan a rally in central Madrid. Spanish police are on special alert for both days.

If a popular radio phone-in programme yesterday is taken as a guide, Spaniards are divided almost equally about Franco 10 years after his death.

The 30,000 listeners who phoned in used different numbers to answer the question: "Do you miss Franco or not?" Some of those against him pointed out that no one would have dared participate in or broadcast such a programme 10 years ago.

Spectrum, page 12
Leading article, page 15

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THE ARTS

Photography: Drusilla Beyfus reviews the winning entries in the 1985 Cecil Beaton Awards

The mysteries of collaboration

An indication that the British school of portrait photography has a promising future can be seen at the Vogue/Sotheby's Cecil Beaton Award 1985 show at the Photographers' Gallery. Several pictures are by professionals but the purpose of the award and the exhibition is to encourage new talents. There are numerous aspirants - approximately 1,500 students are currently taking courses in photography at art schools, colleges and polytechnics in England, Scotland and Wales. In England alone, there are seven degree courses and six Higher National Diploma courses in the subject. Gaining the first sign of public recognition is of crucial importance to budding photographers in what has become an overcrowded profession.

The award that bears Cecil Beaton's name was founded posthumously by Conde Nast Publications in memory of a favourite artist whose own portraiture of the clever, the chic and the celebrated of the day has given a lasting credence to the cult of personality. The award carries a cash prize of £1,000.

It is impossible to view the images on show without being aware of the mysteries that pervade the collaboration between the photographer and his quarry. How much of the picture reveals the sitter and how much reflects the photographer? The prizewinning portrait by Valentin Vailhonrat of a young Madrid poet suggests a surrealistic manner of merging the literary associations of both sitter and portraitist - the latter studied literature and journalism at Madrid University. The picture is, literally, toe in cheek, as the subject's foot is placed reflectively against her face where one expects to see a hand: an illustration of the sitter's extraordinarily supple body. The photographer is also something of

minimalist. Portraiture has encouraged him to eliminate the superfluous.

The traditional preoccupation of photography with the nude found a subtle response to the vulnerability of the human body at a time when brutal exposure of flesh has become commonplace. Photographers found interest in skin textures that are signs of all the changing physical states from babyhood to old age. Tim O'Sullivan's reclining nude seemed to be a celebration of the subject's pregnancy - a young black musician is romantically lit in a manner that emphasizes the rounded beauty of the fruitful female form - but in a way that avoids sentimentality.

David Buckland called on theatre references for his portrait head in colour of a young man with bare shoulders. A bold, commanding image rises up in the foreground, with every hair on his head lit for visibility against a backdrop depicting an epic cityscape. The portraitist is known for his studies of nude dancers - many from the London Contemporary Dance Theatre - whom he invests with grace and the power of impending movement. He is an artist who seeks meaning in the animalism of the human form divested of the codification of clothes.

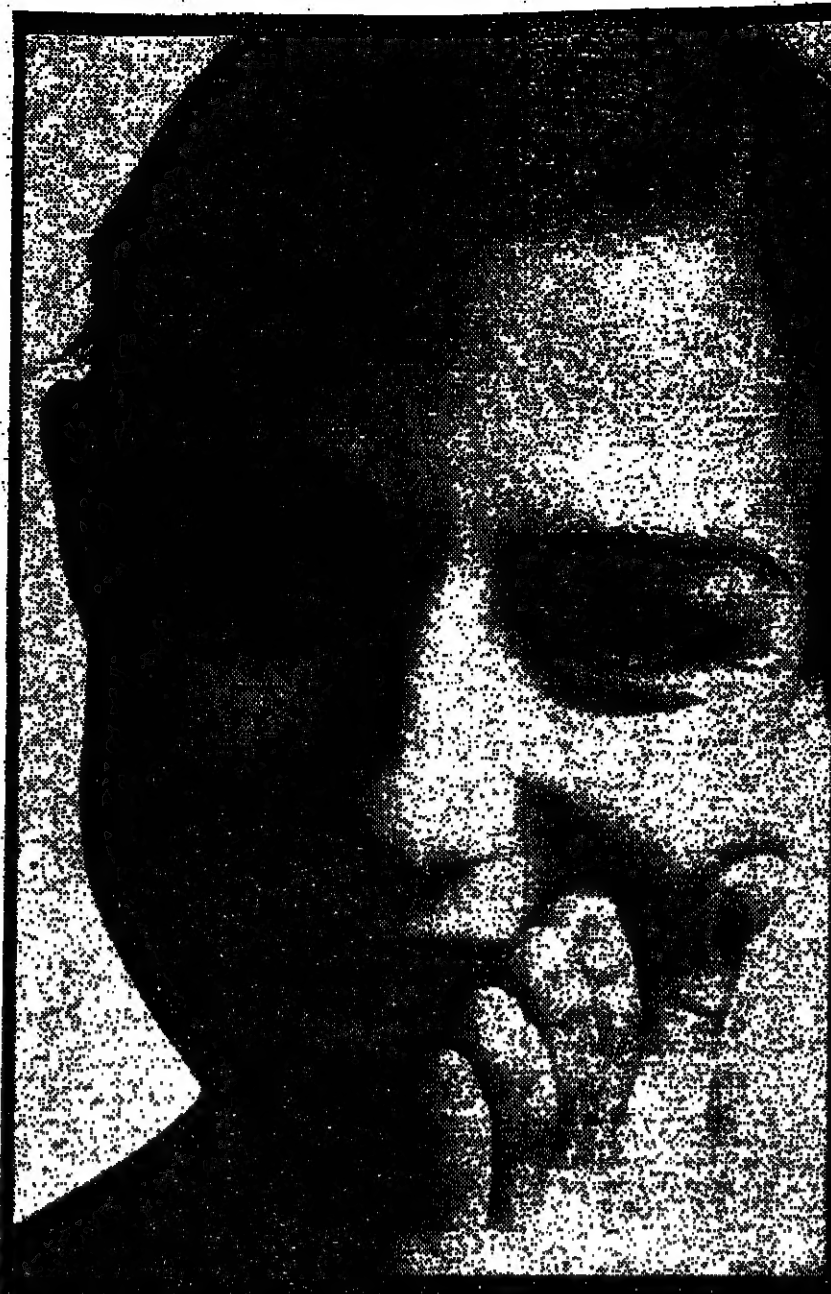
There is an obvious pleasure in the practice of the craft which suggests that photographers are among the least bored members of the community - perhaps the practice of their particular magic holds a key to the faded age of leisure. There are new techniques too in the making. A likeness in colour created in part through the use of computer graphics suggested a humanizing of this branch of technology.

However Angus McBean, an innovator in theatre photography

(his alluring black and white portrait of Vivien Leigh currently appears on British postage stamps as part of the series commemorating British Film Year) and who was a judge of the Beaton Award this year, sensed a lack of humour and relaxation in much promising effort by young photographers. As someone who was self-taught he found a great deal to admire in the high standards of technical competence displayed. He noted that an inescapable hazard for photographers remains the standard of reproduction in many sectors of printing and publishing.

My own particular reservation was that too few photographers seemed interested in grappling with the seemingly intractable challenge of portraying the woman of middle age as an individual. The usual stereotypes recurred, with best results casting her as a loonie, a neuter or granny.

In this country we have the up and coming photographers who are capable of building on the tradition established by Beaton, Snowdon, David Bailey and Norman Parkinson, among others. But where are the new patrons? In public life in particular, portraiture offers an unrivalled way of honouring luminaries of one kind or another and of establishing the sitter's character for the eye of posterity. There are countless instances of a clear need for a more imaginative approach to the commissioning of portrait photography, if only for the sake of good business. Book publishers could surely do better by their authors in choosing a more interesting likeness for reproduction on the dust-jacket. That authors should allow the idiom of their own presentation to fall so far behind the world of rock and pop is a shortcoming that photography is well equipped to put right.



Superfluity eliminated in the winning entry: Portrait of a Madrid Poet by Valentin Vailhonrat

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Theatre

Interpreters

Queen's

By a happy coincidence, the opening of Ronald Harwood's play, a study of Anglo-Soviet relations, coincides with the Geneva summit. Whether this counts as a calculated move or sheer accident is a matter of interpretation, depending on whether you label the author as a shrewd commercial operator or an innocent who happened to strike lucky. A debate might be arranged on this theme, but it would clearly nothing and both sides would emerge with their prejudices intact.

Such, as I understand it, is the argument of *Interpreters*, and it holds up pretty well for as long as the action sticks to the conference table. From the first sight of Maggie Smith, testifying to an unseen committee in tones of suppressed distraction, there is clearly something nasty in store, but it is held firmly at bay when the prologue fades into the opening Foreign Office scene.

England is bracing itself for a visit by the Soviet President, and Pointier, a British departmental head, is meeting his Russian counterpart to thrash out the details of the momentous agenda: to wit, the menu for the state banquet. Some cautious progress is made on this delicate issue, but at the mention of vodka the accord goes up in smoke. Vodka grows Mr Gorkin, a working-class drink, and nothing less than Chateau Lafour 1953 is appropriate for the President. "If your Queen were visiting Moscow you would not expect us to serve her with warm beer."

I quote from the translation; Mr Harwood has fortunately had the nerve to present the Soviet side in the original language, leaving it to the two interpreters - Miss Smith and Edward Fox - to render the dialogue comprehensible. Dmitri Makarov, the company's voice coach, has done a thorough job, and the sight of old West End faces like Jeffrey Wickham and Mr Fox tearing into prolonged Slavic expostulation is at once an impressive novelty and also inherently comic. Later in the play, Mr Harwood brings it comically into top gear by arranging a mistranslation pact between the two interpreters.

Between the first and second conference scenes, however, we have visited Miss Smith's flat, designed by Farrah as an icon and a samovar-cluttered Tsarist shrine in the heart of Earls Court, which she shares with her grandmother, a 92-year-old survivor of the Ballet Russes. Here she is sought out by Viktor, the Russian interpreter, who is hot to renew the affair he had, with her in New York 10 years before. It has taken her that length of time to recover from being abandoned, and she knows he is a liar; still, when he



Maggie Smith: rising to comic opportunities

declares his readiness to defend for her sake, perhaps he is now speaking the truth. You can immediately see how this situation ties in with the theme of interpretation. Viktor has to interpret her reluctance. She has to interpret his declarations and set them against his past actions. Even the old babushka, name-dropping her way through memories of her glittering past, keeps a suspicious eye on the Bolshevik intruder and interprets the relationship with her pack of cards (shades of *The Queen of Spades*).

It sounds a dramatically effective scheme, but when it comes to working it out, Mr Harwood has a rock to preserve suspense, and the element of doubt, Viktor cannot reveal himself. Everything he says has to be open to opposite interpretations. As a result, his dialogue degenerates into a sequence of loud romantic clichés, and the scene goes round in circles.

Consummation duly takes place (with the aid of laboured metaphor on the erotic associations of running water), but even after that the relationship continues in its uneasy, written style, with no authentic moment of contact between the lovers. Contact is reserved for the act of betrayal, when Viktor, as a secret defector, defends himself by passing the affair off as a one-night stand for which he was ready to tell any lie while she sits there, diligently translating his catalogue of insults for her Foreign Office boss.

It is a painful scene, and it leaves the element of doubt still open (what else could Viktor say in the circumstances?). But it comes late to arouse any other emotions.

Miss Smith's performance is situated at the midnight of youth: briefly rejuvenated by the affair, and shrinking into grey despair when it collapses. When comic opportunities come her way, she rises to them hungrily; she and her audience could do with more. Edward Fox plays Viktor with rapacious attack and a multi-layered English accent, but there is no character for him to project. Peter Yates's production shows its qualities more visibly in conjuring a drunken Russian party out of a company of six.

Irving Wardle

Entertaining Strangers

St. Mary's Church, Dorchester

Thomas Hardy once observed that the survival of folk art forms is characterized by moroseness and that only their revival sculpts enthusiasm. "Community theatre" is exemplified by the Colwyn Theatre Trust over the past years bears all the hallmarks of the latter category. Naturally enthusiasm requires financial support, and Ann Jellicoe, identifiably the pioneer of this form of theatre, will shortly be resigning as the Trust's director in protest at the South West Arts Council's halving of its annual grant. So this "play for Dorchester" by David Edgar will be her last production.

Perhaps the future lies with commercial sponsorship. Eldridge Pope and Co, the Dorchester brewers whose robust product has long found favour with the present reviewer, have been generous with their support, and in return have been rewarded with a lengthy dramatized advertisement. Mr Edgar's sprawling

piece begins in 1839 with Sarah Balson, the brewer's wife, who had seen service at Trafalgar, marrying an ambitious serving man named Robert Eldridge, and thus laying the foundations of the dynasty.

During the cholera outbreak of 1854, the Revd Moule shows his true colours, refusing to seek safety in flight and labouring heroically to relieve his parishioners' suffering. The brewer donates a large copper for the purpose of boiling infected clothing, and the vicar, assailed by visions of angels, pledges himself to combat economic oppression.

The action devolves on three stages in the nave of this handsome turn-of-the-century church. In a cast of 180, culled in the main from local amateurs, the part of Sarah is split between Linsay Ingram and Margaret Ansell, that of Henry between Rod Drew and John Hanson.

Martin Cropper

Television

Coherent comedy

Flat-sharing has occupied the position previously held by National Service in the canon of sitcom - it is an unpleasant, inevitable phase of life which handily corals diverse social types in front of a camera. The resulting intense interaction, in a context which includes some anxiety in the viewer, is almost always funny.

Girls On Top (ITV) is the newest comedy series in this genre. It stars four of the most gifted women of the post-*Comic Strip* wave - Dawn French, Jennifer Saunders, Ruby Wax and Tracey Ullman as a quartet of characters roughly approximate to those of the BBC serial *The Young Ones*: hypocritical agitprop bully, a droopy, downbeat victim, a house capitalist (in this case American) and a no female equivalent of Ade Edmondson's stud-encrusted punk wreck. So instead Tracey Ullman portrays a manipulative lardy blonde.

Since most right-thinking people despise women who wear stiletto heels with leg warmers and bore their associates with catatonic multi-faceted hypochondria, this last character is rapidly dominating the flat as the girl-you-love-to-hate, just as Neil the winging hippy came to dominate *The Young Ones*. Tracey Ullman also has the advantage of more

extensive television experience than her colleagues.

Girls On Top, now halfway through its first run, is more coherently plotted than most alternative comedy and has a refreshing tendency to offer a story with the beginning, middle and end in their traditional positions. Last night's episode ridiculed Prince Andrew's taste in girlfriends, a hearteningly populist choice of scenario.

Most comedy series have an uncomfortable adolescence in which the final balance of the show is worked out. *Girls On Top* has not quite emerged from this normal phase of uncertainty, but there is every indication that by the end of this opening run it will have attained peak form.

Patrick Barlow and Robert Austin, the two plump gentlemen who comprise the National Theatre of Brent, need peak form for *Mighty Moments of World History* (Channel 4), a series of lunatic re-enactments featuring such mythic personalities as King Arthur and Lawrence of Arabia. Much of the comedy derives from the ridiculous aspects of self-importance, and it is surprising how successfully this theme can be extended to an hour of entertainment.

Celia Brayfield

Dance

Jaroslaw/Hall

Riverside/Bloomsbury

By coincidence, three very different kinds of American dance are being shown in London this week. Risa Jaroslaw and Dancers made their London debut on Tuesday at Riverside, where Karole Armitage will succeed them tomorrow. Joel Hall's company is at the Bloomsbury Theatre all week.

Risa Jaroslaw is presumably fashionable in New York, to be able to attract Tina Chow to undertake the "costume construction" for two of her dances. She and her three supporting dancers are proficient movers, smooth but precise in their timing, nicely coordinated - even in appearance: two are short, with smooth short hair, the other two tall with long frizzy hair.

In *Fine Line* all four dancers moved, singly or collectively, freely across the stage, with lots of falls and bouncy movements. Jaroslaw goes in a lot for unexpected changes of direction (apparently also in her solo *Guerrilla War*) and frequently lets the hands and arms lead, even dominate, the movement, something especially noticeable in a film shown of her *Rites* (Passing, made in New York in 1981 by Nancy Schreiber using

a marvellous natural location, a huge sandpit with the towers of the World Trade Centre behind).

A painting by Deborah Freedman of rocks, executed on long vertical strips with gaps between, seemed doubtfully relevant to *Fine Line*. Jaroslaw goes in for the sort of music that would be achieved sooner, rather than later, by four bright chimpanzees set loose on a synthesizer, and used obscure or fancy spoken texts for two numbers.

Joel Hall's company from Chicago uses mainly, but not exclusively, jazz recordings, and attempts a wide range of manners, including a sort of sci-fi fantasy based on arabesques and a bit of muscle-flexing by a slightly clad chap on a large box with the lower half of Leonardo's best-known drawing projected on the backcloth above him (the top was cut off by the proscenium arch).

Is this company doing best is fairly straightforward: jazz dancing with a touch of drama imparted by the costumes, poses and hints of relationships. Either company is agreeable enough but neither has anything strikingly individual or overwhelmingly good to offer that would explain their making such a long journey. Roll on Miss Armitage.

John Percival

Concert

Andrei Gavrilov

Barbican

The notion of technique at the service of musicianship is a fairly reasonable requirement, one would have thought, from the outright winner of the 1974 Tchaikovsky Competition. In fact Andrei Gavrilov's recital left one baffled, exasperated and finally just plain angry when you consider how many truly gifted artists are never going to get near playing at the Barbican, and for extra-musical reasons at that.

There is not denying that Gavrilov's playing is technically immense: the speed of his fingers is staggering (even if he does tend to pedal so crudely as to cancel out most of the detail), and the most involved passages of Chopin's four Ballades appeared to cause no problems whatever. The quieter moments, at least, contained some lovely things: the second

Ballade's tune had a liking naturalness and simplicity, and the opening paragraphs of the fourth Ballade were spaciouly unfolded. But, given half a chance, Gavrilov set off like a rocket; he seemed totally unaware of the Homeric splendour of these magnificent works and of the breadth of phrasing with which Chopin articulates them.

Lucency prevailed in the group of Rachmaninov pieces after the interval: Gavrilov sat down and launched into the B-flat Prelude so quickly, loudly and indistinctly that the left-hand arpeggios and right-hand fanfares never had a chance of coming through clearly. Similar treatment rendered the F sharp minor *Etude-Tableau* literally unrecognizable. Technically, these performances were sensational, musically most of them were a joke of the unfunniest kind. Is this really what the mighty tradition of Russian pianism has come to?

Malcolm Hayes



Royal Opera House

DISPUTE RESOLVED

The Management of The Royal Opera House is pleased to announce that through the intervention of an anonymous and generous well wisher, a settlement has been reached with the Musicians' Union and The Royal Opera House Orchestra. As previously announced, Handel's *SEMELE* has been cancelled. In order to make up lost orchestral rehearsal time, the performance of *LA FANCULLA DEL WEST* on Friday 22 November has also been cancelled; the remaining performances on 25, 27 November; 5, 7, 19 December will take place as advertised.

All performances by The Royal Ballet will take place as advertised.

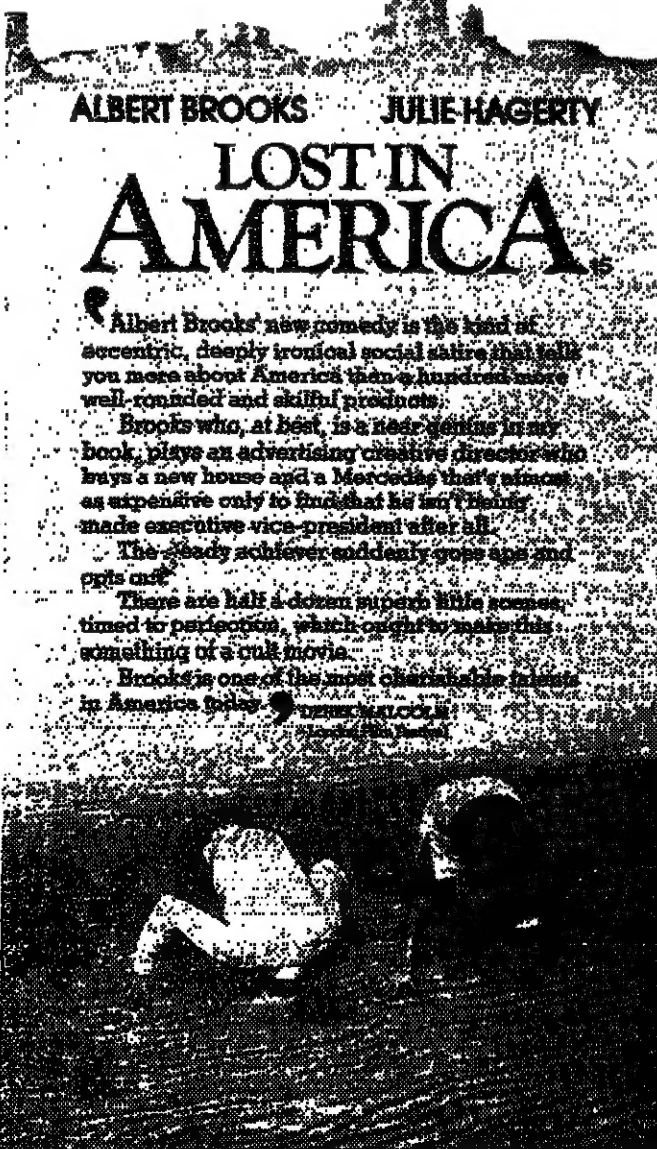
There will be an additional performance of *THE SLEEPING BEAUTY* on Friday 23 November.

SEMELE all performances cancelled. Refunds are available from the Box Office.

LA FANCULLA DEL WEST Friday 22 November cancelled. Ticketholders may exchange tickets for a later performance or obtain refunds from the Box Office.

THE SLEEPING BEAUTY extra performance on Friday 23 November at 7.30pm.

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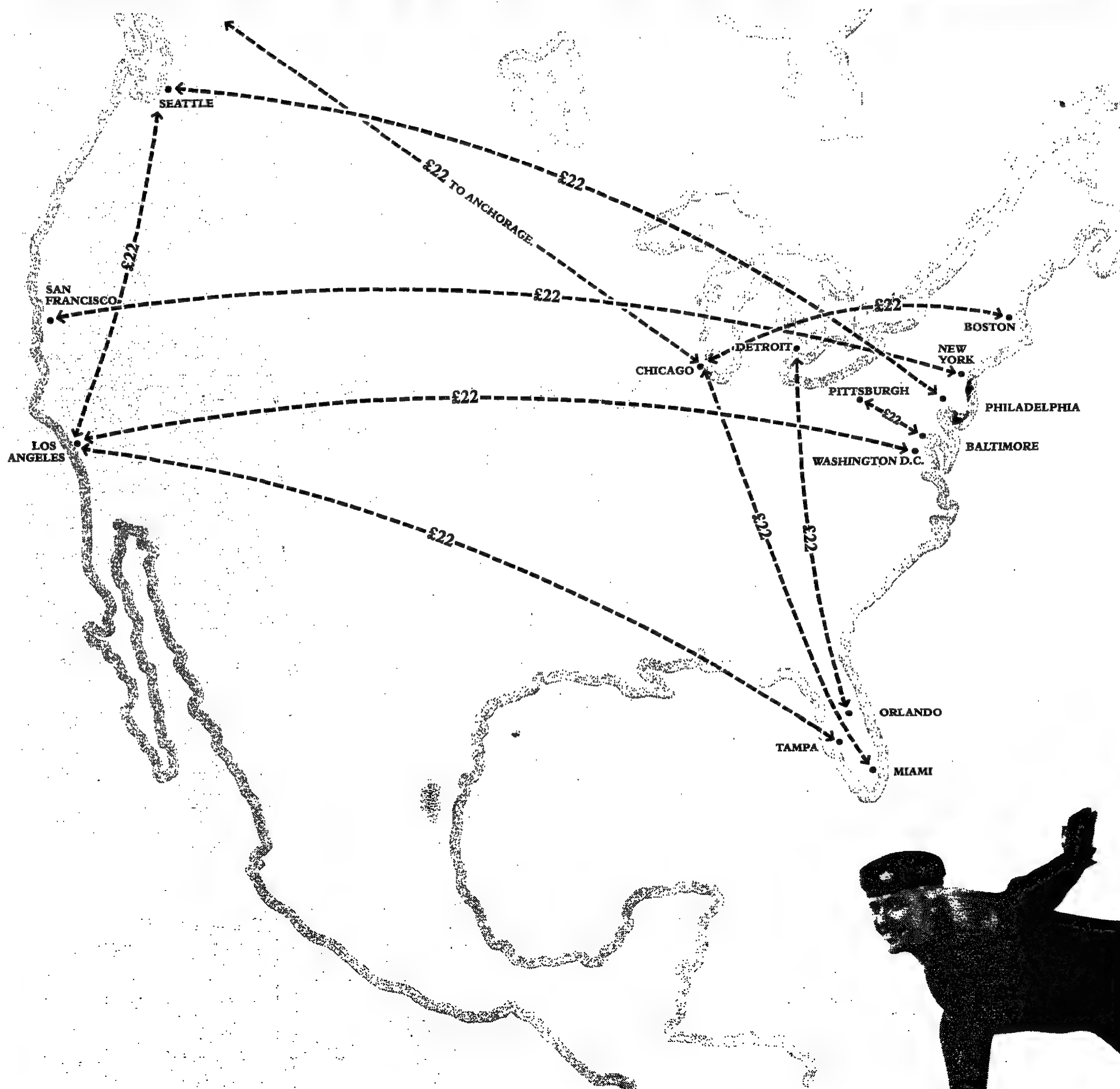
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SPECTRUM

Ten years of reign in Spain

The Times Profile: King Juan Carlos

It is often said that to be a king is to be a lonely man: Juan Carlos, who was proclaimed king of Spain 10 years ago tomorrow by Franco's Cortes only two days after the dictator's death, has without doubt been that.

No one threw their caps in the air in November 1975 and Señor Santiago Carrillo, who was then believed to lead a strong underground communist party, prophesied the young monarch would go down in history as "Juan the Brief".

He was lonely because although he ascended one of Europe's oldest thrones, it was after an interregnum of 44 years. He was lonely because although he knew he wanted to lead Spain to democracy, it was doubtful whether the Spanish people would take to it. He had very few friends and with the Franco regime apparatus still in place, he could not even telephone his father, who was living in exile in Portugal, because the line was tapped.

He was lonely again on the night of February 23, 1981, when he saved that young democracy from an influential group of senior right-wing army officers who attempted to stage a coup.

There have even been times when King Juan Carlos's frank and informal manner (he must be the only monarch who is said to slap a visitor's knee in conversation when he wishes to make a point) has set him apart from Europe's crowned heads, who live surrounded by protocol imposed by tradition and they have tried to tell him so. One of the most remarkable turnarounds in modern history has been achieved by a monarch who does not seem to think he is a born politician.

The King with his wife, the Greek-born Queen Sofia, will be making a state visit to Britain next April, the first by a reigning Spanish monarch in 80 years, although he has made private visits to this country, including a trip to Lord Strathmore's estate to shoot grouse.

That night in February 1981 finally swept aside all the reservations about King Juan Carlos. When the King telephoned the army captains-general, most of whom were undecided about joining the coup, he emphasized that he would neither abdicate nor abandon Spain and that "Whoever rebelled would be responsible for provoking a new civil war" (as Señor Alberto Oliart, the Defence Minister at the time recounted afterwards). It was, as Spaniards say, using the bullfighters' phrase, "The hour of truth".

"After that, the King is god", says a leading Spanish magazine publisher. King Juan Carlos's conduct during those 20 hours, forged an awareness among millions of ordinary Spaniards that this Bourbon monarch had irrevocably tied the survival of his throne to the survival of Spanish democracy.

King Juan Carlos is a tall, handsome man with an open, friendly face, his manner and appearance are the very opposite of the line of Bourbon kings, serious or sad, who look out at us from their portraits.

He reads thrillers and science fiction, enjoys sailing in the Mediterranean off Mallorca, and is a keen skier, spending his free time in the Catalan Pyrenees; last year he took a skiing holiday in Colorado. These days he spends less time riding his motorcycle around the Zarzuela, the royal palace outside Madrid, but he continues to be a radio ham. A reformed cigar smoker, he drinks only small quantities of wine and champagne.



The people's King: 'The institution which I personally unites all Spaniards'

There is no siesta in the royal day, which begins with breakfast at eight. Afterwards, if he is not travelling, King Juan Carlos looks over the day's forthcoming events with his staff, devoting the rest of the morning to audiences. In the afternoon he examines public matters - the Prime Minister sees him regularly once a week, but they are often in contact by phone - or prepares his addresses with speech-writers.

He is even tolerant of press photographers, aides say, overruling the Queen on summer holidays when his daughters, the Infantas Elena and Cristina are in bikinis and the Queen is sunbathing on the royal yacht. He is known to consider that the public areas begin outside the private quarters.

His is a popular and populist monarchy. Spaniards feel, in the sense that the people look to him to protect them from difficult times. Courtiers, and evidently the King, believe that another attempted coup by Spain's armed forces is now out of the question.

When Franco died in November 1975, the Spanish people, except for a tiny band of ageing monarchists, were at best completely indifferent to the restoration. Some socialist émigrés, then living in Paris, dismissed Juan Carlos as the "Idiotia perdida" (lost fool), a view shared by Franco's old guard, who, still in power in Madrid, assumed that the young King would be a puppet in their hands.

In answering his proclamation by the Cortes, the King made a speech which in retrospect established the essential elements of what was to become a peaceful transition from an authoritarian regime to a "democracy without adjectives".

"A new phase of Spanish history begins, which we must undertake together in peace, hard work, and prosperity," King Juan Carlos declared. Then came the key phrases: "The monarch will at all times maintain the closest relations with the people... the institution which I personally unites all Spaniards and I invite you now to serve Spain."

It took the King one year to bring about the dismantling of the Franco regime. This was achieved by the Law of Political Reform, voted by the Francoist Cortes to bring about its own substitution by a genuine parliament based on universal suffrage.

The King selected two figures from the Francoist National Movement to carry out this crucial task: Torquato Fernández Miranda, whom he immediately made President of the Cortes and who became the strategist of the operation, and Señor Adolfo Suárez as Prime Minister. Both men served his purposes brilliantly.

For seven months, however, the King chose to hide his time, and retained Franco's last prime minister, Señor Carlos Arias, who intrigued against Fernández Miranda's plans for reform.

But even the King's appointment of Señor Suárez, who had been Minister for the National Movement in Arias's government, did not initially improve things. A friend telephoned to tell King Juan Carlos: "With that appointment, you have just thrown the monarchy out of the window".

The King and his prime minister worked very closely together in the months in the run up to the June 1977 general elections. These produced a parliament which by late 1978 had agreed the present constitution. It was a milestone in the King's efforts at national reconciliation.

But before holding democratic elections, it was essential to include the communists when legalizing the political parties. The King resorted to at least one leading figure of the communist world in order to pave the way for Señor Suárez.

Establishing democracy however was one thing; the future of the monarchy had still to be settled. Señor Felipe González, Spain's present Prime Minister, who was then Secretary General of an only recently legalized Socialist Party, when asked by a Madrid magazine what at that time he most wanted the King to do, replied: "Well, as a matter of principle I am a republican; it should be the Spanish people who decide".

The King had been in contact with the leaders of the democratic parties

before they were legalized and a trusted member of his staff acted as go-between, smuggling them, with coats over their heads, to a secret rendezvous.

At a meeting between the King and González just before polling day, Juan Carlos completely bowled over Señor González by asking: "Do you have to be a republican to be a socialist?" When the socialists were set for victory at the October 1982 general elections, the King summoned all the party leaders and told them the people's verdict would be scrupulously respected.

Señor González has worked remarkably smoothly with the King, sensing the political advantage of being seen to be doing so, especially on defence matters and the armed services. This is an expression of how deeply the socialist leadership absorbed the lesson of the 1981 attempted coup and perceived the King's crucial role as overseer of the democratic constitution and Commander in Chief of Spain's armed forces.

In 1942, when the Axis powers were still winning, Franco told Don Juan, the King's father, that his regime was incompatible with restoring a monarchy. But after the Second World War, Franco had a fundamental law, foreseeing the restoration of the monarchy, put on the statute book. Then, characteristically, he continued for almost three decades more with his personal dictatorship. "Don Juanito", as the boy was known, first saw Spain at the age of 10. He had his secondary schooling among a carefully selected group of boys in Madrid and San Sebastián. But his father and Franco disagreed about whether he should go to university afterwards, or to the Spanish equivalent of Sandhurst. Franco won, and from 1955-1959 Don Juan Carlos graduated through all three service colleges.

Then came his time at Madrid's Complutense University, reading Humanities, Law and Politics. The King has exploited his experiences, both in the services and at university, to maximum effect.

Don Juan Carlos was born in the

BIOGRAPHY

- 1938 Born January 5 in Rome, to the Spanish Royal Family in exile; moved during the Second World War to Lausanne, Switzerland.
- 1948 Goes to Spain for the first time; starts secondary school.
- 1955 Enters Saragossa military academy as officer cadet.
- 1960-61 Studies at Madrid's Complutense University.



- 1962 Marries Princess Sofia, daughter of King Paul of Greece, in Athens.
- 1969 As Prince formally named to be Franco's successor as head of State with the title of King.
- 1975 November 22 proclaimed King of Spain as Juan Carlos I by the Cortes two days after Franco's death.
- 1976 Became the first Spanish monarch to visit the Americas.
- 1978 Approves Spain's democratic constitution after a national referendum.
- 1981 February 23 attempted coup successfully foiled.
- 1985 Presides over the signing ceremony of Spain's Accession Treaty in Madrid.

Anglo-American clinic in Rome on January 5, 1938. The King's first years were spent with his parents in Rome's Parioli district in a rented flat. The exiled Spanish royal family was poor and it remains so in comparison with other European royal families.

It is difficult to understand King Juan Carlos without reference to his father, Don Juan, whom Franco always kept at arm's length. There has been drama in the father-son relationship as well as affection. In May, 1977, just before the first democratic elections, Don Juan renounced all his dynastic rights in favour of his son and heirs. Don Juan is now very happy over his son's reign, but when the ageing Franco had Juan Carlos named his successor in 1969, against Don Juan's wishes, that, an old monarchist recounted, was the bitterest day in the father's life.

The young prince's service tutors, university professors and some contemporary cadets and undergraduates became important service figures or political leaders in the 1970s and 1980s.

But at the time the monarchy was something remote for most young Spaniards and opposed by extreme right-wing student groups. There were demonstrations and the prince was booed on the campus.

A former Centre Democrat minister, who was a fellow student, suggests the future king derived the guiding idea that his reign would have to be a popular style monarchy from those years.

How does King Juan Carlos keep in contact with the country and not merely with the authorities? When he is at the Zarzuela, the King holds, on average, about 100 audiences a week. But there are also shoals of letters arriving from ordinary citizens, usually complaining of something amiss. The King also meets regularly outside the Zarzuela with a group of fellow students from his year at university, including a television personality, a woman film director, lawyers, and businessmen. They talk about everything under the sun - even politics for the King has had to become a political force.

Richard Wigg

BOOKS I

BBC at war, not Ministry of Truth

Woodrow Wyatt

ORWELL: THE WAR COMMENTARIES Edited by W. J. West Duckworth/BBC £14.95



Orwell's war commentaries cover 15 months, finishing in March 1943. They were written for the Indian section of the BBC's Eastern Service. But for the assiduity of Mr West in searching out Orwell's material in the BBC archives they would have been forgotten. It would not have mattered if they had been.

The broadcasts have a curiosity value and that is all. They are not stunning examples of the art of propaganda. They are fairly pedestrian workmanlike accounts, more or less truthful, of what was going on at the time.

It is impossible to thrill to any rolling phrases or brilliant images because there are none. Orwell was doing a sensible job in a sensible way.

Mr West suggests that on occasion he was wrestling with his conscience and the censor. It does not seem so. The censor was not unreasonable in the bits he wanted left out for fear of giving information to the enemy. There appears to have been little attempt to persuade Orwell to suppress or include views not his own. We were at the time all on the same side, and Orwell, though dubious about Russia, had no more qualms than Churchill in welcoming her as an ally.

Orwell was in favour of Indian independence, but not in favour of the Japanese occupying India. That was the position of Stafford Cripps, whose 1942, nearly successful attempt to get Congress support was smashed by Gandhi's trickery at the last minute. Orwell did not have to compromise with his principles to urge Congress to support the war effort any more than Stafford Cripps did.

The texts in the Appendix of broadcasts from Subhas Bose's "Free India" Station are of minor historical interest. They had no effect on India, and Orwell scarcely bothered with them.

As in Orwell: *The War Broadcasts* Mr West seeks to

show that some of Orwell's later writings were inspired by his BBC experience. This is a thin argument.

Orwell refers to ordinary people welcoming rationing and its fairness for all, which Mr West turns into the origin of the "Proles" in *Nineteen Eighty-Four*. Again Orwell's suggestion that, if they were victorious, the Germans and Japanese would soon be fighting each other is taken as "another clear link with *Nineteen Eighty-Four*", which the alliances between super powers change so rapidly that a public meeting called to condemn one changes in mid-course to an attack on the other.

Orwell was a great writer. *Animal Farm* and *Nineteen Eighty-Four* will live for ever. But to suggest that they owe something to his commonplace commentaries and life in the BBC in the war is ludicrous. The BBC was not the Ministry of Truth, nor anything like it. Considering we were fighting for survival it was remarkably honest.

Grandmother queen

Hugo Vickers

QUEEN MARY By David Duff Collins £13

David Duff has produced excellent books in his time. His *Hessian Tapestry*, is wholly admirable and his biography of Princess Beatrice has rightly been re-issued. More recently he has written on Queen Alexandra and King George and Queen Elizabeth. The latter books were less appealing because in no way did they supersede better works on the same subjects. If you are a David Duff fan, there is good news - he is alive and well and has written a biography of Queen Mary in the same light genre as his last two. If you are not familiar with him, then I suggest you give this book a miss and dig out a second-hand copy of James Pope-Hennessy's version, which Mr Duff rightly describes as "one of the finest biographies of the twentieth century".

The problem with this new Queen Mary is that it adds absolutely nothing to our knowledge of her, while retracting somewhat from what we learnt in Pope-Hennessy. Surely the only excuse for yet

another Queen Mary is a swing one over on Pope-Hennessy and incorporate new material that has become available since 1955. This has not been done and it was most surprising not to find Pope-Hennessy's hilarious notes for his book (*A Lonely Business*, 1980) in Mr Duff's bibliography or source references. Whenever Mr Duff's royalist revisits an historical site, they apparently always recall a previous visit there.

This is hardly worthy of a serious biographer who once worked in the Cabinet Office Historical Section. However, Mr Duff's rather similar volume on the same lady is anything to go by. Collins and Mr Duff can look forward to a happy and remunerative Christmas.

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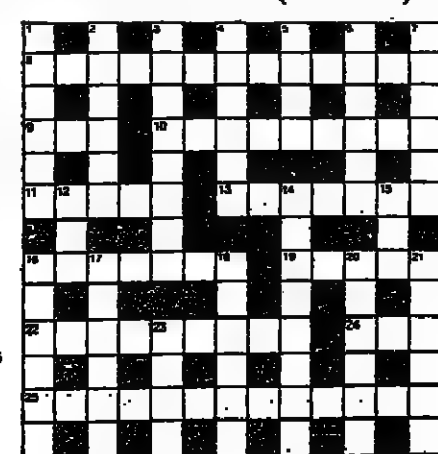
SATURDAY



The stock of the new: the first tasting of this season's Beaujolais Nouveau

CONCISE CROSSWORD (No 806)

- ACROSS
8 Artful successor (4,9)
9 Convent sister (3)
10 Pre-occupying (9)
11 Clever (5)
13 Amid (7)
16 Princess of Wales (family) (7)
19 Tarnish (5)
22 Warner (9)
24 For every (3)
25 Completely surprised (5,8)



- DOWN
1 Appreciative words (6)
2 Schedule (6)
3 Unconvinced person (8)
4 Nap (6)
5 Seeks (4)
6 Perceiving (6)
7 Customer (6)
12 Floor washer (3)

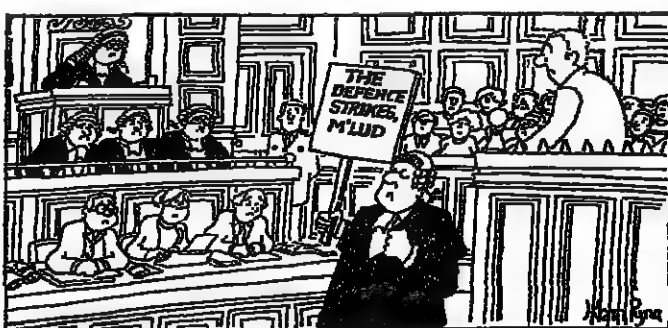
- 14 Surpassed (8)
15 Transgression (3)
16 Security (6)
17 Discoverer's cry (6)
18 Rat (5)
20 Unclean (6)
21 Beat soundly (6)
23 Barrel pling (4)

- SOLUTION TO No 805
ACROSS: 1 Cohort, 4 Hardly, 7 Port, 8 Innuendo, 9 Forceful, 13 Pew, 16 Haile Selassie, 17 Dye, 19 Pathetic, 24 Fusilier, 25 Pine, 26 Ignore, 27 Roster.

- DOWN: 1 Cape, 2 Harmonise, 3 Trite, 4 Hindu, 5 Reel, 6 Lodge, 10 Creep, 11 Fleet, 12 Leave, 13 Pestimist, 14 Whey, 15 Thud, 18 Young, 20 Abide, 21 Hurer, 22 Silo, 23 Beer.

Lawyers who think their pay is criminal

Legal aid fees are so low that barristers have been talking of industrial action



The threat of a barristers' strike over "ludicrously low" criminal fees paid by the Legal Aid scheme has shaken the legal world. Senior barristers have even spoken of refusing to act as stand-in judges in the Crown Court.

Bar leaders have dismissed talk of industrial action as premature, but it could cast a shadow over negotiations which start this month between the profession and the Lord Chancellor's department over fees for both barristers and solicitors involved in criminal legal aid work.

The threat was a sign of the unrest within both the solicitors' and barristers' branches of the profession over fee levels, which are set annually by the Government. It is a threat that has not gone away.

The barristers had warned that while no defence work would be affected, they might refuse to act in Crown prosecutions unless their fees were increased when the new Crown prosecution service comes into force next year.

This pay battle promises to be the toughest yet. Both solicitors and barristers have already put down their markers. For the first time they have commissioned outside firms to conduct surveys of their earnings to provide much-needed ammunition for the pay talks.

Contrary to the public image of a well-heeled lawyer charging fat fees, they show that the lawyer doing criminal legal aid is at a severe disadvantage compared both with his professional colleagues doing other

kinds of work and with those employed in the Government's legal service or commercial organizations. The surveys support the profession's fear of a deterioration in the standard of the whole legal aid service. They show why there is now a steady reduction in the number of solicitors' firms and barristers prepared to do legal aid at all, and why there is a severe cut in the amount of legal aid work by firms still prepared to do it. A number of well-known London legal aid firms are beginning to take on other work, such as conveyancing.

Criminal legal aid is means tested. It can be granted to any one, but defendants with income and capital above certain levels must contribute towards costs. This occurs in 15 per cent of legal aid cases.

The profession will argue that any attempt by the Government

to restrict pay rises this year to current rates of inflation will be in breach of the statutory requirement for "fair and reasonable" rates of remuneration. But it would also put in jeopardy the whole ethos of legal aid, that the poor can get the same standard of service as the rich.

Few of the 7,000 solicitors firms in England and Wales can now afford to concentrate on legal aid. But some 1,400 earn £10,000 or more a year from criminal legal aid and it was these the survey covered.

On the basis of 296 responding firms, the Law Society survey by Peat, Marwick & Mitchell showed that pay rises of at least 17 per cent (25 per cent in London) are needed to achieve a "fair and reasonable rate" that compares with lawyers elsewhere.

The income of a partner

doing only criminal legal aid could be as little as £11,700 in London (£16,600 outside) compared with £22,700 (£21,300 outside) for a civil service or company lawyer. But the figure for legal aid work can be even lower as the Government assumes a set amount of work. Many lawyers work, and claim for, less than the expected number of hours.

The Bar survey, by Coopers and Lybrand, which was based on a much smaller sample of some 2 to 3 per cent of the criminal Bar and excluded high-earning QCs, indicated pay rises of 30 to 40 per cent were needed to bring barristers to the level of those employed in the government legal service.

There are around 5,200 practising barristers in England and Wales, roughly one-tenth of the size of the solicitors' profession. Between 2,000 and 3,000 are thought to depend on publicly-funded criminal work.

The survey showed the average net income in 1983/84 of a London-based barrister with 10 to 15 years experience of criminal work was as low as £8,620. For those with mixed criminal and civil legal aid practice, the middle income was £15,700.

Beyond the legal profession there may be disbelief at any argument that lawyers are not well off. But the gap between lawyers doing private work and doing publicly-funded legal aid work is now so wide that there is a real danger of a second class service for the legally-aided defendant.

Frances Gibb

BOOKS II

The torments of the poet

James Fenton reviews memoirs and verses of a man who thought continually of being a poet

IN the early 1960s we find Stephen Spender writing a sonnet on the Berlin Wall. Then he thinks he will do a second sonnet "sealed at both ends", and there may be a misprint or wrong transcription here: "AA BA BA BA BA BA"; and he tries a few lines which turn out to be "very bad". Not surprisingly, in my view, Spender has set himself the task of writing a sonnet with only two rhymes in it albeit his form appears to have only 12 lines. The difficulty of writing about the Berlin Wall itself is quite sufficient, without his adding to his problems in this way.

He goes on to reflect on:

Usual torments of writing poetry (a) neglecting my prose book, (b) my utter incompetence technically and lack of certainty about form I want, (c) lack of ability to invent anything of pure imagination - dependence on event, (d) divorce between the life I live and the poetic life which I conceive of, a life identical with the subjects of my poems, (e) have I the right to write a sonnet about Berlin - do I really care?

Now if we were to take all this self-acquiescence at face value, we should be obliged to say: if things are that bad, why shouldn't he be writing; and certainly you should not be teaching creative writing. Give it up. Stop tormenting yourself. As it is, Spender clearly looked at what he had just written and had a change of heart:

JOURNALS 1939-1983
By Stephen Spender
Faber, £15

COLLECTED POEMS
By Stephen Spender
Faber, £4.95

Answer: this is my existence even if I am bad at it. I am committed to finding out how bad I am in performance and sensibility. Also I do believe I do have an existence and it is poetry.

The first extract says in essence: Oh heck, I'm not a poet, never have been, never will be. The second says: I bloody well am a poet, poet is all I am, and anyone who says otherwise can step outside. I prefer Spender in the second mood.

It's not that one wishes to withhold reassurance from the man. Everybody needs reassurance from time to time. But what puts one off supplying the reassurance asked for is the suspicion that uncandid techniques are being used to elicit it. Disarming frankness is a very nice quality, (which Spender very often displays to good effect). Disarming unfrankness is not a nice quality at all. It is to use a favourite Auden word, naughty. And Spender is quite often quite naughty. Actually, candid naughtiness can be quite attractive; uncandid naughtiness not.

I liked the moment when Spender was offered his knighthood. "Although I've all too



often said I would never accept this, when I got the letter I realized at once that I would do so." This is candidly naughty, but the sentence continues, "both for myself and for Natasha." That's uncandidly naughty. Leave Natasha out of this. Proceed, Sir Stephen: There are those I respect for despising such things - they are the best. But there are

many who don't despise them, and in their eyes this will be the equivalent of five or ten years taken off my age. Also there comes a time when one craves for recognition - not to be always at the mercy of the spite, malice, contempt - and perhaps even the just dismissal - of one's rivals. I feel pegged up in some way, given a shot in the arm.

There is in this passage a marvellous chiaroscuro of candour and uncanndour. The moment when Spender says he is fed up with people's contempt and spite strikes me as truthful, and it is not something we have heard too much of in the rest of the volume. But those who are good at telling stories against themselves tend to lead a troubled life. If you do yourself down on the assumption that people will love you nevertheless, despite everything, it can be disarming to find that not all the world does in fact love you. Some of Spender's best stories are against himself, and he closes his diary entry for this particular day with another of them:

On a channel crossing when I was 17 I sat on a dock next to Sir Henry Newbolt. He was very kind to a scrawny schoolboy and we discussed poets we admired. He mentioned the name of some poet - I forgot whose - and I said, "Well, I can't like the work of a poet who has a title." A gaffe with the power to raise a ghost.

Beerbohm would have illustrated this scene perfectly.

There is a very interesting passage on page 356 where Spender asks himself whether he really did like Auden (about whom he is always interesting in this volume - but this particular occasion seems especially revealing). He says that Auden thought of him as a Holy Fool, "I was so tall, he once told me, because I wanted to reach heaven." I wanted really to be a saint." He had been so contemptuous of one of Spender's pamphlets that Spender had done his best to retrieve and destroy all copies. Spender is sure that Auden respected his "utter vulnerability and openness". He had accepted him into an elite of writer-friends, and this had clearly meant everything to him, although "when a friend forms an idea of one when both he and you are very young and retains the same attitude throughout one's life, one feels a bit resentful." Finally he thinks

Auden came to be jealous of the fact that Spender had a family. The impression given is that it was Auden who set Spender up as a joke figure - this is the cause of the resentment. One must add, though, that this changes matters: that people can only be set up in this way if they collude in the operation. Certainly Spender had been capable of writing and publishing some eminently mockable lines. There was a poem that began:

O night O trembling night O night when my body was a rod O night When my mouth was a vague animal cry Pasturing on her flesh O night

O heck O heck. This has not been reprinted. Much has been cut and much revised in the latest *Collected Poems*, which replaces the 1955 volume. The most interesting revision inserts this story into the poem "To Manuel Altolaguirre":

For example, in *Valencia*, of the funeral of your uncle, the great general. With downcast, sober eyes, you dressed in black from head to foot, kneeled down in front of the great coffin where her husband lay. In uniform, his medals on display. Then, from your corner of the room, you saw a troop of ants set out across the floor. And climb a table leg. The nearest corner of the coffin. Passing diagonally right through it. Out at the corner opposite. And down that table leg, each with a morsel of the general in its teeth. And then you saw your aunt rise from her prayer. Leaving behind a small black pool, her drawers. As final tribute to her husband's wars.

Erotic force of French prize book

How quickly the heady hype of Bookerism dissolves as the literary year totters towards its nadir. It's as if every publisher bar one limps back to his lair, smirking at the injustice of it all. But how to be avenged, and on whom? Turning for solace to the completed manuscripts which will bring in next year's profits, they resolve that an ungrateful world will see nothing of them - until cash flow considerations dictate otherwise.

A fantasy of course. Books continue to be published, and if none of this week's pile of new fiction springs up from the table to demand lead title status, then the wise literary hack turns to others for a view on where credit is due. The judges of the 1984 Goncourt Prize must presumably have found plenty to admire in Marguerite Duras's most recent book. So too the French book-buying public, who turned the winner of their most prestigious literary award into a considerable best-seller.

It is difficult however to see *The Lover* doing as well this side of the Channel. Not that it loses in translation. Barbara Bray has done a remarkable job. The tone of this account of the love affair between a rich young Chinese and the 15-year-old daughter of an impoverished French teacher working in Indochina in the early nineteenth century is relentlessly claustrophobic. The story is told partly in retrospect (the girl grows up to become a successful writer in Paris) and occasionally in the third person. Neither device opens up the perspective, however, since to do so would have diluted the intensity of the feelings recalled: the conflict between the xenophobia of the girl's family and their eagerness to cash in on the despised Chinese wealth, the girl's inability to reconcile what passes between herself and her lover with the day-to-day concerns of her school life in Saigon, and dominating all, the erotic forces she can neither comprehend nor control. A book perhaps to acclaim rather than enjoy, but one which I suspect will repay a second reading.

This is certainly true of the short stories in John Fuller's latest excursion into prose. Ever vigilant for signs of journalistic enterprise, I am delighted to report that the Mirror Group's Mike Molloy is developing a promising second career. *The Black Dwarf* owes more to Buchan than Deighton, but it's a neat, often exciting attempt to clear up one of World War Two's nastier pieces of unfinished business.

FICTION
John Nicholson
THE LOVER
By Marguerite Duras
Collins, £7.95
THE ADVENTURES OF SPEEDFALL
By John Fuller
Salamander Press, £9.95
THE BLACK DWARF
By Michael Molloy
Hodder & Stoughton, £9.95

When I read a couple of them as free-standing magazine pieces, I found the adventures of Mr Fuller's Young-Fogey philosopher-hero precious to the point of tedium. Happily the whole is funnier than the sum of its parts, though I'm not sure how much sense it will make to those unfamiliar with Oxbridge college life. But then none of the still legion admirers of P. G. Wodehouse can have any experience of the world he writes about; and Mr Fuller's stories have more than a passing affinity with the tales of Mr Mulliner.

Speedfall is a very Wodehousean figure, full of good intentions which are forever being frustrated by the people he is anxious to help, and the constant victim of demanding relatives - more often an imperious uncle than the posse of aunts who make life such hell for The Master's heroes. The menace at St Patrick's College is provided by old members, former fellows, a marauding anti-feminist with the sexual magnetism of a blast furnace, and a team of visiting Mongolian gymnasts. A more affectionate observer of our ancient seats of learning than Mr Tom Sharpe, John Fuller seems to have tapped a rich vein of humour.

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Indiscreet Saint versus Philistines

Hugh Montgomery-Massingberd

MIDWAY ON THE WAVES
By James Lees-Milne
Faber, £10.95

Crichton Boys, and the temperamental old car (which "has been rebored, whatever that means"). Lady Cunard dies and Mr Lees-Milne grows tired of parties. There are tirades against obstructive bureaucrats, and waspish vignettes of such figures as Cyril Connolly (who congratulated Alvydte upon becoming a Viscountess after the death of her father-in-law), Godfrey Wynn ("minces like a harlot"), the "minutely" Clementine Churchill and the "not attractive" David Carrin.

With its beautifully written mixture of self-deprecating irony, succinct architectural descriptions, historical anecdotes, philosophical and religious ruminations - not to mention the joyfully candid, tasteless and indiscreet gossip - the latest volume is as endearing and enjoyable as its predecessors. What sets Mr Lees-Milne apart from the other leading social diarists of the 20th century, "Chips" Channon and Harold Nicolson, is his happy lack of interest in politics - or rather politicians, that ineffably dreary breed.

There is nothing finer in the Lees-Milne diaries than his powerfully romantic vision of the squireship struggling to survive against impossible odds. He shows the true "heritage" worth of their dim family seats as well as the glories of the over-familiar stables. If Mr Lees-Milne is not to receive any temporal honour ("Lord Jim"), one can only conclude that Lady Colefax was probably right to suggest that he is a saint.

God seen as Oriel senior common room

Nicholas Lash

THE DIVINE TRINITY
By David Brown
Duckworth, £24

And powerful entity called "god". If you think that God never punctures the membrane, you are a "delist", and the conversation is broken off. If, however, you allow that God may puncture the membrane from time to time, then David Brown will take you on a tour past sites marked "miracle" and "religious experience". We might call it "close encounters" theology.

The general account which, on this basis, is offered of God's Trinity is as follows. God is three people outside the world, people more like us than we are like rabbits, for "man and God share their most significant features in common". If you prefer a "scientific" or "self-emptying" account of incarnation, you will suppose there was a time when one of them went slumming, leaving "the other two persons in full charge" of the running of the universe". Brown prefers to think of these people as a "family", rather than as a "committee", because they display "such a strength of common purpose". So much so that, while one of them was away on sabbatical, the other two took a lively interest in his fortunes, for "it does seem a reasonable expectation that the other persons of the Trinity would exhibit some interest in the fate of the person from their number who had become a man".

I am not sure what to make of all this. It does not sound much like theology, or philosophy. Perhaps it is science fiction. And where has it come from? I have an idea. David Brown is a Fellow of Oriel College, Oxford, and his description of God reads like an idealized picture of the Oriel Common Room. I wonder what some of his predecessors would have made of the suggestion that the creation and redemption of the world was the primordial Oxford Movement?

David Brown has produced a vigorous piece of apologetic in defence of what he takes to be a fairly "conservative" account of God's Trinity. He calls it "philosophical" but, in view of the slight part played by formal or "grammatical" considerations, this is misleading. The enterprise is ambitious, the argument refreshingly unfastidious. But a price is put on the neglect of grammatical considerations. There is thus much strange talk about the "divine nature" of Christ "experiencing" things, or having "a total perspective on pain". People experience things, so do animals, but "natures" experience things. "Natures" experience things. "Natures" experience things.

The general set-up is familiar. The "world" is enclosed by some kind of membrane. "Outside" the world there lies a large

Riff-raff of the second oldest game

William Jackson

THE NEW MERCENARIES
By Anthony Mockler
Siddick & Jackson, £12.95

Mercenaries - the second oldest profession - have rarely had a good press, but they can be good, not so good, or downright awful, depending upon your point of view and on the circumstances of the day. The same men can be seen as saviours by one side and vermin by the other; and success often makes them heroes while failure turns even the best intentioned into criminals.

At the acceptable end of the mercenary spectrum, there are the Pope's Swiss Guard and the British Army's Brigade of Gurkhas. Anthony Mockler's *The New Mercenaries*, however, deals with the less reputable end of the scale, which is populated by unscrupulous soldiers of fortune and the riff-raff of the military underworld, loyal only to themselves and treacherous to others.

Mockler, a historian by training and a journalist by profession, catches the reality of this clandestine world. As *The Guardian* correspondent specializing in mercenary affairs, he was an eye witness of many of their actions; knows most of their leaders and employers; and has attended the show trials of those who failed.

Contrary to popular belief very few of the mercenary leaders in the 1960s and 1970s were from the United Kingdom. Most of the British were settlers from Rhodesia or South Africa, and tended to be, like Mike Hoare, latter day Irish "Wild Geese". The best known of the other leaders were: Bob Denard, a flamboyant Gascon from the French Marines; Jean Schramme, a Belgian planter from Katanga; Siegfried Mueller from Germany, who still wore his Iron Cross at all times; and, most notorious of all, the Cypriot Costas Georgio, alias "Colonel" Callan.

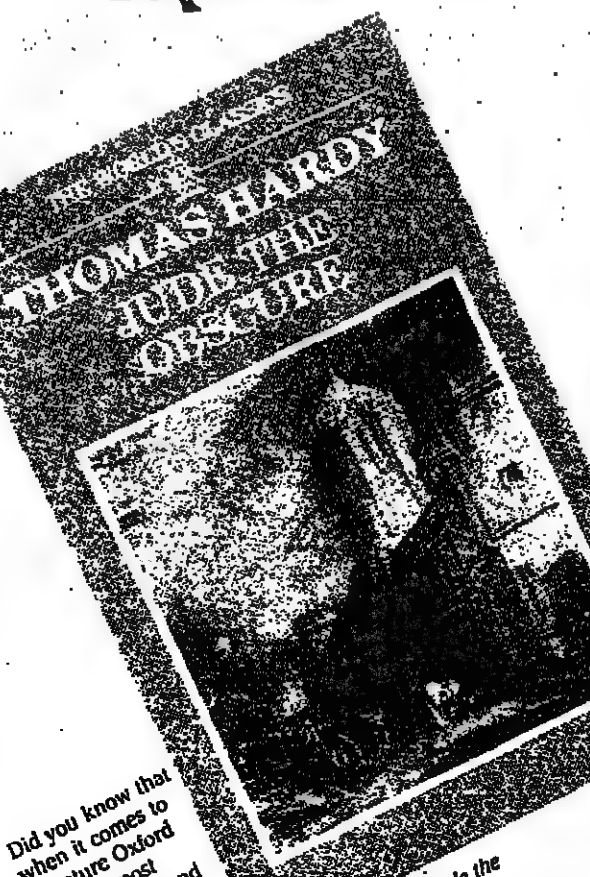
Perhaps the most intriguing aspect of Mockler's book is the

alleged complicity of the French and South African Governments in specific mercenary ventures, and the major role played by ex-members of the French Foreign Legion, itself one of the acceptable mercenary forces. Many of the earlier mercenaries in the Congo came from the 1st and 2nd Parachute Regiments of the Legion, which were disbanded for their part in the abortive 1961 *putsch* against de Gaulle in Algiers. Most of the leaders were ex-officers of these regiments, who created efficient mercenary units loyal to their employers.

The same cannot be said of the small body of British mercenaries in Angola, led by Callan, whose principal subordinates were, like himself, men who had been dishonourably discharged from the British Parachute Brigade. They gave themselves the trappings of commissioned rank without possessing its qualities. Unlike the French, Rhodesians and South Africans, they proved to be a treacherous bunch. Their story makes unpleasant reading, ending as it did in the death sentence for Callan for the murder of some of his own men.

By contrast, Denard's coup in the Comoros and Hoare's attempt in the Seychelles were model mercenary operations. Denard's Frenchmen reaped the rewards of victory: Hoare lost through a minor error by one of his men who went through the "Red" instead of "Green" Customs channel at Mahe airport. He paid the penalty with a 20 year sentence in South African prisons from which he was released in May this year.

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THE TIMES DIARY

Safety catch

Peter Morrison, Minister for Trade and Industry, en route to Manchester for a government meeting, owned up at the Heathrow shuttle check-in that he was carrying two double-barrelled shotguns, for a spot of sport up north. British Airways refused to have the guns on board, and he ran off to dump them with his chauffeur. Alas, the ministerial car had gone. Morrison raced back to Terminal 1 to explain. No problem, said check-in: take the guns to Left Luggage. With only minutes before take-off, Morrison breathlessly instructed his private secretary to queue for his ticket, while he legged it to Left Luggage. Sorry sir, said Left Luggage, we don't take guns. Near hysteria, Morrison dashed back to check-in, where his private secretary was being told: "We don't care if he is a minister, he must get his ticket in person." Finally BA agreed to take the guns for the day. Great, said a despairing Morrison. Tough, said a check-in: the plane is now full.

State of the art

Sir Roy Strong, director of the Victoria & Albert museum is a man of many parts. He and Sir David Piper, the retired director of the Ashmolean Museum, have been taken on to advise the Weiss Gallery, which hopes to open soon in Mayfair. Art sources suggest a possible conflict of interest for Sir Roy, as a public servant, making himself available as an expert to a commercial gallery. When I put this to Sir Roy he said he "had not been paid a penny," that any conflict of interest "would be most improper" - and that in any case he existed and that Sir David was the adviser. Odd then to read the Weiss prospectus which boasts a full c.v. of Sir Roy, billing him as an art adviser. His contract, described as an "ad hoc" one, is listed on page 28, if he missed it. Sir David meanwhile said: "I trust I will be paid."

Royal sidestep

The Princess of Wales's attendance at the Birtwright Ball at the Royal Albert Hall tonight was ensured not without first negotiating some tricky problems of protocol. Birtwright is the appeal arm of the Royal College of Obstetricians, whose patron is the Queen Mother. An invitation to Diana, it was thought could appear as a slight to QM. Finally word filtered through from Clarence House: the Queen Mother has had a brainwave - why doesn't Birtwright approach the princess to become patron?

V for vanquished

Liverpool's Militant leadership were last night organizing a victory party - to celebrate either bankruptcy or their defeat at the hands of Labour moderates who have cobbled a rescue package from other Labour-controlled councils. The deal is expected to be announced, after months of huffing and puffing, at 11am today, a Labour source tells me. The party follows in Liverpool in the evening, anyway.



Barry Fantoni

Lambeth talk

A game of musical chairs was being played in deadly earnest last night by Lambeth Labour activists, with Ted Knight's political future in the balance. The controversial leader of Lambeth council was not shortlisted as a candidate last week by his own ward, Ferndale, for the forthcoming council elections. Since then arms have been twisted furiously. A letter was sent to rebels from the "Lambeth Labour party": "In the interests of the working class in Lambeth, you should stand down. Meanwhile the three black women councillors who beat Knight on to the Ferndale short list - Linda Kellos, Amelinda Inyang and Sharon Kiki - have all dropped out, claiming better offers from other wards. Ahead of last night's meeting, therefore, Knight had a fighting chance of selection once more.

Age of dissent

A vigorous defence of the present minimum age for MPs (21) comes in an amendment by three Tory backbenchers, John Stokes, 68, Anthony Beaumont-Dark, 53, and Peter Bruinvel, 35, to a Commons notice calling for the age to be lowered to 18. At least, I think it is a defence. Their amendment ends: "There might be a good deal to be said for raising the age to 30 to avoid the House from having to suffer whizz-kids."

PHS

It's Kinnock out of step

by Ted Grant

If Neil Kinnock wants a serious discussion on his political differences with *Militant*, he does not have to stoop to abuse and threats from a public platform. Such tactics can only cause untold damage to Labour's electoral prospects.

The crude attempt to present the party's Marxist wing in a sinister light, regurgitating all the old nonsense about "conspiracies" and "secretive organizations", will cut no ice. The right-wing "Solidarity" group has an organization with members and policies different from those approved by the Labour party conference. Yet only *Militant* is singled out for attack. Why?

The reason has nothing to do with organization, but everything to do with ideas and policies. *Militant* has never made any secret about its support for the ideas of Marxism. We defend genuine socialism represented by Clause IV Part Four of the Labour party's constitution. How many of those right-wing Labour MPs who applauded Neil Kinnock's outburst at the party conference can honestly say the same?

It is said that we advocate "impossibilist" demands. Is it really impossible to demand a job for every school-leaver? Or a minimum wage of just £115 per week? Or decent housing for all?

We live in an age when it is possible to put a man on the moon and perform technological marvels. *Militant* is not asking for the moon but only for the very basic conditions requisite for a decent and dignified human existence. If the present social order cannot guarantee even these, it

is high time it was changed and replaced by one which can.

Militant's only crime is to fight to defend jobs and services against the depredations of Thatcherism. And here the example of Liverpool is important because it shows in practice the superiority of Marxism over reformism (more accurately, nowadays, counter-reformism - or reformism without reforms).

At the last general election, despite an hysterical smear campaign by the local media, Labour's vote went up by 2.5 per cent in Liverpool as a whole. In Liverpool, Broad Green, where Terry Fields stood as Marxist candidate, the seat (generally regarded as a Tory marginal) was won for Labour on a 4.5 per cent swing. This in the context of a resounding collapse of the Labour vote in the rest of Britain.

Since then, despite an unprecedentedly vitriolic campaign against Liverpool city council for its courageous stand against the cuts, Labour's support in the city has shot up from 45 per cent to 55 per cent. If this figure were repeated on a national scale, it would bring a Labour landslide of 1945 proportions.

The lesson is clear. If Neil Kinnock were to dedicate his considerable energies to attacking Thatcher and fighting to defend his class, instead of vilifying the left of his own party, Labour would by now be riding on a wave of popular support.

Militant supporters have always worked, and will always, to elect Labour candidates at local and national level. We will strive to ensure the victory of the Labour Party at the

general election, whether or not we agree with the programme put forward.

What *Militant* advocates is the idea put forward before the war by Attlee of an Enabling Act - to nationalize the 200 monopolies, banks and insurance companies, with minimum compensation on the basis of proven need.

This is no "dogma" but the only practical means of mobilizing the wealth, manpower and resources of Britain on the basis of a democratic plan of production. Simply by putting the three million unemployed to work, enormous sums of money could be generated - to renovate industry and the infrastructure of society, to increase productivity and raise living standards.

Nigel Lawson's recipe for the infrastructure is like trying to bale out the ocean with a tea-spoon. The "solutions" advocated by the Labour right are no better.

Marxism cannot be separated from the Labour Party, of which it is an organic part. The threats, insults and attempted witch-hunts merely confirm two things: first, that the right has decisively lost the battle of ideas and is incapable of answering the reasoned arguments of the Marxists; and secondly, that *Militant* is a growing force within the Labour movement, precisely because the ideas and policies which it defends are seen by an ever-increasing body of opinion within the movement as the only viable solution to the nightmare of capitalism in crisis.

The author is political editor of *Militant*.

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Stephen Aris on the hiving-off battle over Devonport and Rosyth



Would privateers leave the Navy marooned?

Everybody, including the present Civil Service management, agrees that the performance of the Royal Naval dockyards at Devonport and Rosyth leaves much to be desired. Productivity is low, absenteeism high and costs are rising. On one big submarine project at Devonport recently, nobody was to be found at work by 8am, the official starting time.

In the wings stand a number of commercial yards, situated in areas of high unemployment and hungry for work. But until recently, despite at least two official inquiries over the past 15 years, nothing had been done. Now, however, the Government has decided to act. If the legislation outlined in the Queen's Speech goes through - it is to be debated in the House of Commons next week - the dockyards will undergo their most drastic shake-up since the days of Henry VIII.

The Government's plan falls short of full-scale privatization. Under a scheme devised by Peter Levene, the former defence contractor brought in as Head of Defence Procurement, the Government will remain the ultimate owner and paymaster but will hand over the day-to-day running of Devonport and Rosyth to private enterprise. The starting date is 1987.

In effect, the yards will be franchised rather like hamburgers. Commercial firms will be invited to tender for a five- or six-year management contract and the prize will go to the lowest bidder. In this way, so Michael Heseltine, the Defence Secretary, has argued, the dockyards will for the first time be run by professional management and subject to a commercial discipline that so far has been lacking. About a dozen firms have expressed an interest.

The unions, predictably, are up in arms. But so too are many experts. The idea has already been criticized by two all-party Commons committees - public accounts and defence. Even the Government's own supporters are restive. One junior minister, Alan Clark, and a good number of Tory backbenchers with marginal seats in the West Country have expressed concern.

By any standards, the dockyards are big businesses. Devonport's managing director, David Johnston, may technically be a Civil Service under-secretary, but in fact he is in charge of a highly complex enterprise employing 13,000 people with an annual turnover of £277 million. Devonport is 14 times larger than any British commercial ship repairer; together the two dockyards have a turnover of £400 million.

But because they exist to service the Navy they are not obliged to show a profit. Their efficiency can be measured only by comparing present costs with the best that private enterprise might achieve. Such an exercise, involving two frigates and two submarines, is now under way at Devonport and on Tyneside. The results, however, are not expected for some time.

The Ministry of Defence has said that its scheme will initially save between £24 and £26 million a year, rising to as much as £33 million after 10 years. These figures were

strongly challenged earlier this year by the defence and public accounts (PAC) committees.

The PAC questioned the accuracy and thoroughness of the ministry's costings and concluded that, after taking into account the £60 million cost of switching to commercial management, the overall saving might be as little as one per cent of operating costs - well within the normal margin of error. What made the figures even more unreliable, the committee suggested, was that the firms themselves had not yet had the opportunity to inspect the dockyards at first hand.

The argument, however, is not just about money. At the heart of the dispute lies a genuine concern about national security. "The dockyards are not an ordinary commercial operation," says David Owen, leader of the SDP and MP for Devonport. "Their purpose is to serve the Navy 24 hours a day, 365 days a year. As the Falklands showed, they have to be prepared to meet any emergency, no matter what the cost."

During the Falklands campaign the yards delayed long-term maintenance work to prepare the task force. But would a private management, one witness from Rosyth asked the defence committee, be willing or able to do the same? Either the Navy would be told to take its ships elsewhere, he argued, or it would be charged a premium to

compensate for the disruption.

Heseltine has answered this point by saying the contractor would be sacked. But by that time, his critics reply, the damage of delay to essential emergency repairs would have been done, and the complications and expense of terminating a six-year management contract would be immense.

It is also argued that private contractors might concentrate on highly profitable, long-term work, such as refitting nuclear submarines, and sub-contract low-margin, bread and butter business, so that the overall capacity of the yard would be reduced.

The Levene plan might seem a neat solution: the MoD and the Navy would retain overall control; the arrival of commercial firms would inject a healthy dose of efficiency and accountability; and, most importantly, the MoD would at a stroke be able to shed 20,000 civil servants from its books. It is easy to see, critics say, why Heseltine finds the Levene proposals so attractive.

Critics maintain that the central weakness of the Levene plan is that responsibility for the operation would be divided, with government looking after long-term investment and the private contractor in charge of day-to-day management.

Owen says this would be an odd way to run a business as large, as complex, and as capital-intensive as

the dockyards. It is not difficult to imagine a situation in which the interests of government and contractor might diverge. The government, for strategic reasons, might wish to inject long-term funds, against the contractor's wishes. The accountants

Peat, Marwick, Mitchell, who have done a detailed study of the options, have pointed out: "With the limited period contracts, the contractor could have a greater incentive to run down assets rather than invest. Unless adequately compensated, the contractor would neglect those projects not showing a payback within the contract period."

In other words, national interests would take second place to short-term commercial imperatives. Owen believes a more sensible solution would be to keep the dockyards as a fully integrated business but reorganize them under a special trading fund which would give them the necessary financial and operational autonomy - a solution recommended by two previous enquiries.

Government, Owen suggests, would still provide the working capital but management would have an entirely free hand to set its own targets and devise the means of implementing them, the workforce would then be civil servants in name only, with Whitehall's administrative controls replaced by conventional commercial ones. The advantage over the Levene plan, Owen maintains, would be twofold: the yards would remain as an integrated and flexible business capable of responding to emergencies and essential continuity would be preserved.

Like any other large concern, the dockyards need to plan years ahead. But with the Government now recommending a management merry-go-round every five years or so, uncertainty has been built into the system.

our own, is frequently poorly attended: the arrangement conceals from viewers how few of their representatives might be in attendance at the time.

When it was discovered that gaps could still be seen over various shoulders, a further measure was introduced. MPs are now encouraged to sit behind the speaker of the moment so that an impression of a well-attended and busy legislature can be created.

As the Commons edges nearer and nearer to TV coverage, party activists should take heed of an unwelcome development in the United States. Some vain members of the House of Representatives have become so absorbed by their performances in front of the cameras that they have commissioned specially prepared video cassettes which compress into a couple of hours the highlights of their best performances. These are then reserved for favoured constituency workers as Christmas presents.

Mark Dowd

Ronald Butt

Making taxation fairer to all

Lord Stockton has reassured us that, as a good Conservative, he still in principle favours privatizing state-owned industries. His objection is only to the use of the proceeds to finance tax cuts. He is not so much against selling the family silver as in favour of using the proceeds to finance other kinds of capital spending by the state.

It would not, however, satisfy the expansionist principles of either Lord Stockton or the Labour Party (which is also against denationalization in principle) if privatization receipts were simply applied to state spending in a way that decreased the level of borrowing (eschewing tax cuts, too). For both, it is axiomatic that the way for a government to create jobs is to stimulate demand by borrowing more and spending more, even though they would disagree about the amounts. They would oppose using the money for belt-tightening - and, of course, the Government, in any case, is doing no such thing.

Nigel Lawson intends, in formal accounting, to keep public sector borrowing next year to about £8 billion, the same as this year's outturn. That, however, is after allowing for the proceeds of £4.75 billion from denationalization, without which public borrowing would have been about £13 billion.

The sale of these public assets is fully justified on the grounds that forcing them into the real world of competing for capital is the only way to improve their performance and efficiency. But the fact remains that the sale also allows the Government to accept certain politically inevitable increases in public spending without having to sacrifice its wish to bring down taxation.

In other words, it is to some extent reflationary. Even so, the Government is still not spending enough for its critics. They want more for the infrastructure (as much for demand-management as for better services), against which tax-cutting has no serious claims.

They believe that, as an instrument of social justice, tax cuts are generally much inferior to higher public spending. That argument is false, and the Government must refute it. Ministers should start now openly discussing the facts of taxation, and sharing with us their views of an unjust tax structure which is, in particular, unfair to the lower paid.

It is wrong that every citizen should go straight into taxation at the standard rate, however little he earns, when his income reaches £2,205 if single, and £3,455 if married. It should need no imagination to understand what that means for people earning (say) £5,000 or £6,000 a year, who have no remission for mortgage relief, no access to tax-free moonlighting, and whose loss of welfare benefits when they work destroys any significant differential between waged and unwaged income.

Their situation should be compared with that of the highest earners. Whereas the top rate of tax was once 80 per cent, the present Government has brought it down to 60 per cent. That, for familiar reasons, was a sensible decision.

Yet the Government could still look to high earners to help finance tax cuts for the low paid. It would be particularly right to do so in a stimulating budget next year. It present bonanza of high earnings in

the City, where young men are demanding and getting disproportionate salaries as analysts and dealers, and where transfer payments and golden handclaws are the order of the day. Mrs Thatcher no more likes high charging in the City than she has cared for some of the large wage awards which some company chairmen have given themselves. She knows it all sits ill with the moderation in wages generally that the Government would like to see. Perhaps, too, she recalls the damage done to the Fories by the property boom of the 1970s. She should therefore act on her instincts.

In these circumstances, it makes no sense that the mortgage interest rates of top-taxpayers should be tax allowable against their top tax rate. The allowance should be confined to the standard rate. It is also absurd to allow that a self-employed top earner with (say) £500,000 a year can put up to 20 per cent of his gross income into pension buying, with the Inland Revenue paying 40 per cent of the bill. (The proportion for employed high earners can be higher.) It is inequitable that expensive cars should still figure in remuneration - even if part of the personal benefits is still taxed.

The system of business perks evolved when we had a penal and unjust top rate. Now that it has been lowered, the fringe benefits are no longer justified and should be withdrawn or progressively reduced above a given income level, the proceeds being used to help lower the threshold at which the poor start paying tax. Nothing would do the Government more good than this sign that it was as anxious to be fair in taxation as it is to be sensible in defining rational priorities for public spending.

Partly because of the delay in computerizing the PAYE system, but also because of its difficulties, the Government faces in reshaping the welfare system, there will be an overall reform of the tax structure in this parliament. But Lawson can still do more for the low paid than simply raise the threshold in line with inflation plus the occasional bit more. Privatization and the benefits from reduced perks together can provide the means.

Lawson may be tempted to operate simply by raising the bottom tax threshold in line with inflation (as he is legally obliged to do) and using the rest of his £2.5 billion - the amount he is assumed to have available - to reduce the standard rate from 30 per cent to 25 per cent. That is the simplest way. But raising the tax threshold by more than that inflation-indexing gives the low paid the bigger advantage, even though it also helps tax payers throughout the income scale.

Thus a married man on £6,000 gains only £108 from raising the threshold in line with inflation and reducing the standard rate to 25 per cent. But if the whole amount is spent on raising the threshold, he gains £170. Higher up the income scale, however, the greater benefit is through the standard rate. If it seems that the threshold increase presents too much higher up, why should not the bands be adjusted?

At all events, Lawson has an opportunity to use his imagination on fashioning a fair as well as a stimulating budget next year. It would be a great mistake to miss it.

moreover... Miles Kington

The long arm of Murphy's Law

The 73rd Law of Thermo-Dynamics states that any postage stamp kept in a wallet for more than a week will become irretrievably stuck to the object next to it. Keith knew this law very well. He had one of the world's largest collections of unused postage stamps, many of them stuck to his driving licence. The policeman who had asked to see it was not amused.

"I asked for your licence, not your bleeding stamp collection," he snarled. "What are you - some kind of humorist?"

Keith, in fact, was some kind of surveyor. The chartered kind, actually. Well, since you ask, he was engaged in some work for the Duke of Kelso, who wanted some unique Pictish standing stones removed from his estate. They were standing just where he wanted to build a holiday home complex. He had hired Keith to dump them at dead of night in a neighbouring county belonging to some other duke. Keith judged that the policeman would not be interested in these details.

"No, officer," he said. "It's just that, according to the Law of Conservation, any adhesive in an enclosed space will spontaneously be activated even in the absence of moisture."

"It's the Law of Dangerous Driving I'm on about," said the policeman evilly. "Now show me your bloody licence."

According to the 16th Law of Police Behaviour, any policeman who starts swearing at you is not actually going to nick you for anything. He is just letting off steam. The one you've got to worry about is his colleague who behaves ever so sweetly and reasonably. (See 17th Law of Police Behaviour.)

"Steady on, Brian," said his colleague. "Give the gent a chance."

Oh Lord, we've got trouble here, thought Keith. He quickly opened out his driving licence, which promptly disgorged two expired railway tickets, a penny, a trans-parent Barclaycard receipt he had been looking for for ages, and several sheets of lavatory paper.

"Interesting example of the Law of Aggregation, there," said the "nice" policeman. "Any set of

objects kept in close proximity will show a tendency to creep into the largest object and be hidden when you really need them."

Keith gave him a grateful glance. Maybe he wasn't so bad after all. In which he had unwittingly broken the Law of First Impressions: first impressions are usually correct.

"I asked for your licence, not your bleeding stamp collection," he snarled. "What are you - some kind of humorist?"

"My father gave me some good advice once," said Keith. "He said I should always be prepared for an emergency by carrying round with me some lavatory paper, a piece of string, a corkscrew and enough money for a phone call."

"Father's Law, no doubt," said the "nice" policeman.

"It's a moment," said PC Brian.

"Take it easy, Brian," said his colleague.

"Get stuffed, Waldemar," said PC Brian.

"Waldemar?" said Keith, amazed.

The "nice" policeman's eyes narrowed and he looked very nastily at Keith, who had just broken the Sacred Law of Nomenclature. Never, never display surprise at other people's Christian names.

"Just a moment," said PC Brian.

Waldemar. "This lavatory paper's got HM Government Property stamped on it."

"That's because I got it from a Ministry I visited last week," explained Keith.

"I am arresting you on a charge of stealing government property," said PC Waldemar. "It is my duty to warn you that..."

Keith had encountered the 21st Law of Police Behaviour, which states that if a policeman wants to nick you badly enough, he will find some law to do it under.

(Did you know that our daily life is governed by a set of laws as delicate and rigid as anything in science? And that without a knowledge of them, you will flourish helplessly through the world? If not, send now for a copy of the *Murphy's Book of Life's Laws* and don't be another Keith!)



P.O. Box 7, 200 Gray's Inn Road, London WC1X 8EZ.
Telephone: 01-837 1234

LEFT, RIGHT, LEFT

It would be facile simply to gibe at Mr Roy Hattersley for expediency in discovering the virtues of the market and offering his new vision of market socialism to the Labour party. Politics always work like this, and when a particular government, supported by public opinion, has illuminated some fundamental truths as vividly as Mrs Thatcher has done, the opposition party has to come to terms with the change.

Politicians who have fought tooth and claw against the new reality somehow have to reach a kind of synthesis between it and their own creed. They must then try to persuade their followers to agree with them. Dr David Owen was engaged in this exercise when he went some way towards embracing Mrs Thatcher's "tough" economic policies, with the rider that Social Democrats were more "tender" socially. It is also what Mr Hattersley was doing this week in his Fabian Society lecture, when he tried to reconcile "democratic socialism" with the market, and declared that "in practice the Labour party understands and accepts that for a large proportion of the economy markets must determine price and the allocation of resources".

That, with due respect to Mr Hattersley's good democratic intentions is nonsense, even if it is gallant nonsense. Such is not the opinion or position of the Militants of Liverpool whose destructive policies have brought their city to the brink of chaos. Nor, more to the point, is it the position of the more significant and calculating hard left of the Campaign Group which is of much more importance in the Labour party than the self-condemning Militants. Yet if Mr Kinnoch were to become Prime Minister, he and Mr Hattersley would have to come to terms with a left-wing, hard and soft, to which most of Mr Hattersley's analysis is wholly reprehensible.

Mr Hattersley tried to get round such difficulties by admitting that, though in practice Labour accepts market determination, for a large proportion of the economy, "most party members" will describe the operation of market forces in "wholly pejorative terms". They do not like market forces for responding to demand instead of to need and wants, and for reacting to the stimulus of the bank account and the cheque book. The alternative is seen to be state monopoly which, however (he concedes), will still create all the problems of inefficiency and potential consumer exploitation which are any monopoly's hallmark.

State monopolies in certain areas have their place in Mr Hattersley's scheme of things, but he does not accept them in general because his starting point

is that democratic socialism is about liberty, and that liberty requires a significant place for market forces. His way of escape from the dilemma that this poses for his party is to "abandon the confusion that social ownership and nationalisation are one and the same". A socialist economy should contain a large number of autonomous companies owned by workers, consumers or municipalities, which are in "healthy" competition with each other, and with privately owned business.

At this point, listeners might have supposed that Mr Hattersley was advocating a new kind of syndicalism, on National Freight lines which were genuinely free. But if so they were quickly disillusioned, for Mr Hattersley went on to acknowledge that such "socialist owners" might be as inclined as private owners to pursue their own ends rather than the public interest. Private and "socialist" owners alike must therefore be controlled and subjected to the national guidelines and ground rules "which a socialist government would lay down".

With that last phrase Mr Hattersley's whole edifice collapses. Quite correctly he acknowledges that a substantial market sector is necessary for a free society as well as for efficiency. It is also possible to understand Labour's preference for a state rather than a private monopoly. But what makes no logical sense is to subject the whole economy to what the socialist government "lays down" and to call the result market forces.

His attempt to adapt the idea of market forces to socialism, in the name of liberty, is destroyed by the elaborate edifice of planning, exchange controls, and the forcible repatriation of overseas capital (under tax sanctions) for which he is responsible. Funds will be directed not where commercial and economic considerations indicate, but where Mr Hattersley's National Investment Bank dictates. Ultimately, Whitehall, after hearing the evidence, will once again know best about investment, prices and wages. Though he concedes that the allocation of goods and the availability of services are inconsistent with a libertarian state, such allocation (even if the kid gloves of consultation are donned) is implicit in the system he himself is devising.

Mr Hattersley is impressive in admitting the danger to liberty of the pretensions of the state. Yet in his insistence that the market sector must be obliged to take part in "national macro-economic strategy" he gives the game away. Mr Hattersley's version of socialism is far too liberal for the extremists who are still so powerful in his party. But it is even more effectively undermined as a strategy by its own internal contradictions.

LIFE AFTER FRANCO

Ten years after his death, the Spanish have learned to live with General Franco. Some still mourn their country's loss, while others rejoice in his passing. But history has taken over from hagiography and the unemotional way in which most Spaniards view his tomb, amid his Civil War comrades and souvenir stalls in the Caudillo's own Valley of the Fallen, is a tribute to the healing powers of time.

It is also a tribute to the good sense of those who have followed him, particularly the King Juan Carlos - whose feeling for constitutional monarchy has been remarkable. "A new phase of Spanish history begins," he said in his first speech as king. It might not have carried on so well without him.

He has of course been lucky in Spain's choice of politicians, not least in Felipe Gonzalez, the present prime minister who was dodging Franco's police until 10 years ago. Since his comprehensive victory in the 1982 elections Gonzalez has shown himself to be a very moderate Socialist.

Monarch and politicians should also acknowledge a debt to the Spanish press. A new generation of journalists, some of whom trained or worked abroad during the Franco years, have built up with little trauma a lively and intelligent information industry consisting of numerous radio stations as well as newspapers. Madrid's *El Pais* and Barcelona's *La Vanguardia* are among the most modern and free-thinking papers in Europe - although circulations generally remain small by British standards.

Together these leaders of modern Spain have helped to father a society which is already hard to recognize from that which Franco dominated for 36 years. Petty restrictions have been swept away by reforming governments while laws enabling divorce and even abortion in

some circumstances have reflected the growing ascendancy of state over church.

Gonzalez himself wryly commented recently that Spain had become a country just like any other - with exactly the same worries over drugs, insecurity and terrorism. It is nostalgia for the old priorities of law and order which still makes some older people sigh for the less compromising regime they once knew. But few seriously yearn for a return - or fear an erosion of these new-found liberties.

Although the economy is generally considered buoyant with inflation down to 7.3 per cent - roughly half the level when the present Government came to power, unemployment is running at 22 per cent, among the highest in the West.

This has caused questions to be asked about how well Spain will be able to cope with increased competition when the country enters the European Community in January. Last year the country earned a healthy balance of payments surplus and Gonzalez has introduced an expensive restructuring programme for industry to improve productivity and eliminate waste. The fear among those who see difficulties ahead is that the medicine has been administered too late.

On the other hand again this is probably being over-pessimistic. The real significance of EEC entry must surely be that it confirms the country's rising status in the West. The Government has a referendum on its membership of NATO to complicate its progress in the spring - and still has the terrorist threat from ETA. But ETA looks increasingly isolated and as for the referendum - it is generally thought that Gonzalez will win the affirmative vote he now wants.

Educational aims in South Africa

From the Ambassador of South Africa

Sir, I strongly question that Diana Warwick (November 16) can lay claim to extensive South African, black academic support for educational boycotts. I question more strongly the academic integrity of an organization that is prepared to judge and condemn the South African educational community in general, and the archaeological community in particular, on grounds of quite remarkably inaccurate information.

Contrary to Ms Warwick's statement about a permit system for South African university admissions, the permit and quota systems were discontinued in 1983. She states that only 10 per cent (actually 12 per cent) of English-speaking universities are made up of blacks, yet 50 per cent of black students are at the formerly all-white universities, and they make up an increasing percentage of the whole as their numbers grow and white numbers have reached saturation point.

University entrance is governed by such universal factors as standards required by university authorities, medium of tuition, choice of subjects and courses, and geographic convenience of institution.

Ignorance of facts is understandable in an organization that opposes integration; to act on ignorance is grossly irresponsible. The AUT (Association of University Teachers) is in this instance clearly a victim of its own refusal to engage in exchanges, yet it persists in initiating educational boycott action.

Ms Warwick talks of the heroic opposition of some academics to the government. The following figures suggest a more impressive heroic achievement on the part of teachers of all races inside the classroom than of the self-approving ideologues outside:

1982: Number of black matriculants, 500, 19 per cent pass rate.
1983: Number of black matriculants, 62,449, 48 per cent pass rate.
1984: Number of black university student enrolments, 1,250.
1985: Number of black university student enrolments, 29,500.

It is, of course, much costlier merely to disapprove. Needs analyses and solutions require a more rigorous intellectual effort than the AUT, like Conrad's secret agent, is prepared to make.

Whether or not AUT involves itself in this educational challenge is immaterial to the South African Government, which is committed to black educational improvement partly because that is morally appropriate, and partly, as Matthew Arnold asserted, because it is a key to viable democratic power-sharing. We have got this far despite AUT opposition, and the impetus we have built up will carry us on.

Yours faithfully,
DENIS WORRELL,
South African Embassy,
Trafalgar Square, WC2,
November 18.

Future of Unesco

From Sir Anthony Williams

Sir, Having also been in Sofia for a small part of the Unesco general conference, as a member of the British National Commission, I must record my astonishment at the article by Ms Rosemary Wright on the subject, which you published on November 11.

To mention only a few of the inaccuracies I see in her article, the British role in Sofia was in no way a "rearguard action" nor were the modifications we put forward "small proportions" and "hopelessly fragmented" nature of our gains have as little solid base as assertions that, anyhow, "these modest proposals would not have achieved what British ministers want" or that "there is no guarantee that many of these reforms will be implemented".

Both Commonwealth and European Community concern over threatened withdrawal are perpetually downgraded against all the evidence, while poor M. Jean Knapp is stood neatly on his head.

A good deal has, of course, gone astray in this international organisation which the UK played so major a part in setting up. Indeed a succession of British governments and responsible ministers are open to criticism for having allowed matters to drift so long without exerting our considerable influence for good in the field of Unesco.

But the present Government is an honourable exception and, for anyone with the smallest experience of international organisations, the stirring of the Unesco pot which they have brought about in less than two years is an unprecedented example of what one member country can achieve by mobilising assets not just in the developed world but (pace Ms Wright) from all geographical groups.

The question whether the outcome of the general conference meets the British Government's requirements for considering their conditional notice of withdrawal is too complex and important to be dismissed, as Ms Wright dismisses it, in an unsupported subordinate clause. It may be that, politically, the target has been set so high that the target is intrinsically unattainable, at least within the time scale specified. But to write off as negligible what has, in fact, been achieved is, if I may say so, unworthy of your centre page.

Yours faithfully,
ANTHONY WILLIAMS,
Jollys Farmhouse,
Salehurst,
East Sussex.
November 11.

Getting the act together in N Ireland

From the Right Reverend R. W. Heaver

Sir, If the Unionist MPs for Northern Ireland should resign their seats in Parliament en bloc as a protest against the Anglo-Irish agreement signed at Hillsborough on November 5, a very critical and dangerous situation will arise that could all too easily result in still more violence and bloodshed. This must be avoided at all costs, so there is need for haste in finding a possible solution.

Let the leaders of the two main political parties - the SDLP and the Unionists - come together and talk about the consequences of future disruption, talk about the future of Ulster, putting Ulster's interests and peace first (indeed I would gladly offer my humble abode here as a venue for the meeting).

Then, perhaps, the two main parties could go a step further and agree to meet in official assembly at Stormont or elsewhere where the foundations could be worked out for the formation of a devolved government for Northern Ireland. If the SDLP say "Yes" to my invitation, I cannot see how the Unionists can say "No".

In my book, *Spare my tortured people*, which I wrote under the pen name Robert Cielow, pages 179 and 180, I suggest that the Northern Unionists should be working for the macdonald of southern politics and I go on to say:

"If 'green Tories' were to align themselves with a middle-of-the-road Unionist party, and move with them in the same direction, it would be a giant leap forward towards the creation of a new and peaceful Ulster. It would literally mean the liquidation in a matter of months of the IRA and the banishment for ever of the legacy of sectarianism."

Protestants and Catholics in Ulster have common interests in the establishment of a just and tolerant Ulster.

Whatever one may think of the Thatcher/FitzGerald Irish accord, the "discord" arising from it could remain with us for a long time and it is we, the Ulster people, who have to live with it, not Mrs Thatcher or Dr FitzGerald.

Ulster's troubles and Ulster's problems can best be settled by Ulster people.
Yours etc.
R. W. HEAVER,
Fardross, Clogher, Co Tyrone.

From Dr N. Kapur

Sir, In your leader of November 19 you mention two of the demands of Unionist politicians regarding the Anglo-Irish accord, that there should be a referendum, and that Mrs Thatcher should address the Northern Ireland Assembly. You oppose the former demand and favour the latter.

It may, however, be worth considering the option of a referendum in more detail, perhaps in a form other than which first comes to mind.

Two sets of "rights" have to be respected in the present debate: the

right of the British Government to decide policy for a part of the United Kingdom which consumes considerable human and financial resources, and the right of the Unionist people to have a say in the form of administration in which they live.

A naive disregard for the latter, together with a clever propaganda campaign by loyalist politicians, helped to bring about the debacle which occurred in 1974. It might therefore be useful, if the situation on the ground in Northern Ireland were seen to deteriorate, to accede to demands for a referendum, but to have a referendum on the three main choices available: the present form of administration (including the Anglo-Irish accord), a united Ireland, or an independent State outside the United Kingdom.

If, as I suspect, these alternatives are the only ones which a British government would find acceptable, they would then be explicitly stated for all to see.

If, as I also suspect, the majority of people in Northern Ireland would, in a referendum, prefer the first option, then this would provide a suitable return to the salves of the Unionist politicians.

Yours sincerely,
NARINDAR KAPUR,
Wessex Neurological Centre,
Southampton General Hospital,
Shirley,
Southampton,
November 19.

From Mr Nicholas Bennett

Sir, When will Mr Paisley, Mr Powell and their colleagues realize that their intemperate language and accusations of "treachery" are alienating what little support remains amongst the citizens in the rest of the UK for the Union?

The other partner to the Union may wish to sue for divorce on many reasons, among them family circumstances. Recent departures from Cambridge are not to be explained by simplistic gesturing about "a crisis of confidence". We note with concern that distinguished scholars from many arts faculties have been attracted by early retirement and by American salaries and research facilities.

Measures necessarily taken to limit the effect of cuts are causing serious damage here, but it is not a specifically Cambridge phenomenon.

It is true that schools - again in part because of the cuts - are finding it increasingly difficult to prepare pupils for the rigours of a university course in literature. This is a problem which faces English faculties throughout the country. As a centre of excellence, Cambridge has maintained its standards and expectations. Far from "apparently less reading than ever being done", the result has been more reading, in less time, under greater pressure.

One day, finally, "urges student applicants to consider Oxford". It is never hard to find isolated instances of disaffection. We can think of more than one Oxford colleague inclined to praise Cambridge English over their own. Valuable work is being done in faculties up and down the country; Cambridge English is as vigorous as ever.

Yours faithfully,
ANNE BARTON (Trinity College),
GILLIAN BEER (Clifton College),
JOHN BEER (Trinity Hall),
HEATHER GLEN (New Hall),
PETER HOLLAND (Trinity Hall),
JOHN KERRIGAN (St John's College),
WILBUR SANDERS (Selwyn College),
C. SPEARING (Queens' College),
JOHN STEVENS (Magdalene College),
Trinity College,
Cambridge,
November 15.

The final paragraph of Mr William Shepherd's letter yesterday should have started: "I suggest that at this point we should hold a further referendum to seek approval for the United Kingdom dissociating itself constitutionally from Northern Ireland..."

Woodland initiatives

From the Duke of Buccleuch and Queensbury

Sir, For some years your columns have featured healthy debates on the state of the countryside. It is surprising, therefore, that two recent initiatives of significance seem to have slipped past relatively unnoticed and unapplauded.

The Government's new "policy for broadleaved woodlands", with its skilful planning and management, much-maligned conifers can greatly enhance otherwise desolate and blasted hillsides, restoring some of the wildlife shelter ruthlessly destroyed by man over the centuries.

The silvery blue of Sitka spruce and the pale green of poplar-russet variations of larch, mixed with a few birch and Scots pine, can compete scenically with any broadleaved plantation, especially on land too inhospitable for the survival of hardwoods in economic or silvicultural terms. Indeed many of our most breathtaking national beauty spots owe their beauty to their conifer clothing.

With such attitudes and policies as are clearly evolving, few conservationists, unless over-zealous, should have any doubts as to the unavoidable trend of increasing afforestation.

Yours faithfully,
BUCCLEUCH,
The Living Landscape Trust,
Boughton House,
Kettering.

Trial by jury

From Mr James Gibbons

Sir, Those of your readers (unlike Mr Levin, November 12) who are impressed by the increasing weight of criticism against the jury system, recently highlighted by the defendants' exercise of the right of peremptory challenge in the Cyprus "spy trial", would do well to reflect on the words of Sir William Blackstone over 200 years ago:

"The liberties of England cannot but subsist, so long as this palladium remains sacred and inviolate, not only from all open attacks (which none will be so hardy as to make) but also from all secret underminings, which would gradually undermine it by introducing new and arbitrary methods of trial, by justices of the peace, commissioners of the revenue, and courts of conscience. And however convenient these may appear at first (as doublets and arbitrary powers, well examined, are the most convenient) yet let it be remembered, that delays, and little inconveniences in the forms of justice, are the price that all free nations must pay for their liberty in more substantial matters; that these intrude upon this sacred bulwark of the nation are fundamentally opposite to the spirit of our constitution; and that though begun in wisdom, the precedent may gradually increase and spread, to the utter disuse of juries in questions of the most momentous concern. (Commentaries on the Laws of England, 1769, book IV, chap. 27.)"

Mr Levin would not be so heartened, I am sure, by that great lawyer's remarks on the right of peremptory challenge which he considered "a provision full of that

tenderness and humanity to prisoners for which our English laws are justly famous."

Let us therefore be stalwart in silence of trial by jury, this "grand bulwark" of liberty secured by chapter 29 of Magna Carta. Perhaps he would also benefit from remembering the words of Mr Curran, of the Middle Temple, spoken in 1780: "It is the common fate of the indolent to see their rights become a prey to the active. The condition upon which God hath given liberty to man is eternal vigilance."

Yours faithfully,
JAMES GIBBONS,
13 King's Bench Walk,
Temple, EC4,
November 13.

Spreading apple tree

From Mrs Helen Ellison

Sir, In the 1930s we lived in a house in Northamptonshire which had an orchard planted by Earl Spencer's estate agent, who was a specialist on apples.

Cambridge English accepts challenge

From Professor Anne Barton and others

Sir, Although it is exasperating in the middle of a busy Michaelmas term, to have to notice journalism of the kind represented by "The Cambridge faculty of musical chairs" (November 15), the accusation of "apathy" and "sourness" in our "once-revered centre of English excellence" cannot be allowed to pass unanswered.

If the English faculty is enjoying a period of stability after the MacCabe affair should this be a cause for complaint? Is it now deemed newsworthy that there are no aggressive controversies to manufacture news from?

Cambridge English has always been distinctively responsive to changes in the intellectual climate. Literary studies are in a state of creative flux and the faculty reflects this in the variety of voices and positions it accommodates.

For your contributor to characterize an important and complex debate by quoting a scattering of disgruntled asides and high-table witticisms is for him irresponsibly to misrepresent the situation.

He is wrong about the neglect of syllabus reform (a broadly based committee is considering it now) and imperceptive about lectures. That certain lectures attract small audiences while others are packed is inevitable in a faculty which offers a large range of options and approaches to its students.

Special subjects within the tripos may be studied keenly and rewardingly by a few, and a system which did not permit such work, given the excellence and enthusiasm of our students, would be a fault.

Professors leave faculties for many reasons, among them family circumstances. Recent departures from Cambridge are not to be explained by simplistic gesturing about "a crisis of confidence". We note with concern that distinguished scholars from many arts faculties have been attracted by early retirement and by American salaries and research facilities.

Measures necessarily taken to limit the effect of cuts are causing serious damage here, but it is not a specifically Cambridge phenomenon.

It is true that schools - again in part because of the cuts - are finding it increasingly difficult to prepare pupils for the rigours of a university course in literature. This is a problem which faces English faculties throughout the country. As a centre of excellence, Cambridge has maintained its standards and expectations. Far from "apparently less reading than ever being done", the result has been more reading, in less time, under greater pressure.

One day, finally, "urges student applicants to consider Oxford". It is never hard to find isolated instances of disaffection. We can think of more than one Oxford colleague inclined to praise Cambridge English over their own. Valuable work is being done in faculties up and down the country; Cambridge English is as vigorous as ever.

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WILBUR SANDERS (Selwyn College),
C. SPEARING (Queens' College),
JOHN STEVENS (Magdalene College),
Trinity College,
Cambridge,
November 15.

Uneasy lies the head

From Mr K. H. Shaw

Sir, In recent years, while taking touring holidays in this country, I have found that fewer and fewer hotels, boarding houses, inns and even farmhouses offer their visitors the comforts of a feather pillow.

All too often the weary traveller must rest his or her head on a block of plastic foam or worse still, a bag of shredded carpet underlay. Unlike the feather pillow, which yields itself to the contours of the sleeper's head, neck and shoulders, the synthetic variety refuses to take on any shape but its own, despite night-long punching, shaking and pummeling by the user.

Sir, can anything be done to stop the rot, before Pilla-Filla replaces the feather for ever?

Yours sincerely,
K. HELEN SHAW,
46 Abbotbury Gardens,
Eastcote,
Pinner,
Middlesex.
November 18.

Public works costing

From Lord Aberconway

Sir, I would like to see a simple analysis by a recognised economist of the nature and extent of public works that could be carried out at the expense of the Government with acceptably minimal inflationary pressure, and further, how much of such work could be paid for by forgoing one or more pennies of the projected reduction in the income-tax rate, and how many new jobs would be created for every penny thus forgone.

Many of us, I am sure, would willingly, in such a cause, and with knowledge of the figures of cost and of employment, accept a lesser reduction in the income-tax rate in the next year or two. The work, too, would be an investment for the future. And I cannot help feeling that such action by the Government, with the motives and the back-

ON THIS DAY

NOVEMBER 21 1874

The Dutch navigator Tasman discovered the islands of Fiji in 1643. In the early 19th century it was a haven for shipwrecked sailors and deserters; later, traders settled there. Tribal warfare was rife until October 10, 1874, when the islands were unconditionally ceded to Britain. On that day in 1970 they became independent and a member of the United Nations.

THE ANNEXATION OF FIJI

(FROM A CORRESPONDENT.)

LEVUKA, SEPT. 30.
Before this letter reaches London, readers of *The Times* will doubtless have learnt by telegram that Sir Hercules Robinson has brought to a satisfactory conclusion the delicate mission with which he was entrusted by the British Government. The negotiations with the King lasted only five days, and everything went with the utmost smoothness. . . . It was arranged that his Excellency should land publicly to meet the King on the following day. . . . Sir Hercules had arrived in Levuka from his island of Bau the previous afternoon, and was in readiness to receive his distinguished visitor.

An interval occurs before the arrival of his Excellency, and there is time for the British Government. In the middle of the quadrangle a company of Fijian soldiery is being exercised by a white officer in the duty of presenting arms. The men's dress is a loose blue jumper like that worn by the Chinese, and a yard of white cloth, called a *laka*, is round their loins. They are familiar with the exercise, and go through it with commendable promptitude. Occasionally a string of men and women clad in a much closer imitation of the summer garb of Eden fit by, bearing numbers of ready-made coco-nuts, and a whole lot of valuable (the generic name for native pudding), and other delicacies of the Fijian cuisine. These things have been requisitioned by the King after the manner of a Chief on a visit, and they will shortly be deposited in his house. The many files trip along, the white officer of the first of the House of Lords, domestic slavery will not be tolerated, and had they heard it, quite incapable of appreciating the promised relief from a service to which they have been inured from the earliest hour of infancy. Scattered around the spaces between the buildings and the sea are various native groups, waiting with a wondering expectancy for the arrival of the great Chief who they know is the Ambassador of the Queen, and who they believe will presently burst on them in a blaze of crimson and gold. There are Chiefs in broadcloth, Chiefs in Crimian shirts, Chiefs in trousers rolled up above the knee, Chiefs almost like Hans Breitmann's maidens ("mit nodings on"), and Chiefs clad in white tops, "mystic, wonderful." But what is much more interesting is a group of pretty Samoan girls, who have come from those more favoured isles where the complexions are as light, the manners gentle and winning.

Cakobau conducted himself with dignity throughout the proceedings, and was thoroughly self-possessed, though it was apparent that he felt pleased and honoured in receiving a visit from the Ambassador of the Queen. He was in a white waistcoat, on whose buttons front a gold watch-chain gleamed resplendent. He looked very well, but a Polynesian in broadcloth is but a sorry burlesque. In his native attire there is no grander-looking savage or better representative of the warrior chieftain of romance than Cakobau. In fashionable habiliments he looks like a respectable old nigger, hurriedly dressed from a second-hand clothes-shop - a veritable "king of abrades and patches." He wore boots with enormously high heels, and a tall white hat. As he walked up the jetty with Sir Hercules, his boots gave evidence of the desperate struggles he had made in thrusting his unaccustomed feet into them. The high heels threw him forward on to his toes - those prehensile toes with which in his youth he nimble full availed the cylindrical stem of the coconut tree, and now safely crosses slippery stones in the shallow stream or on the steep hillside which would be fatal to a man whose feet were shod - and the majestic gait of the noble savage was thus marred by the clumsy shuffle. Royalty with bunions is not impressive. Ratu Savanava, the King's half-brother, appeared in native costume, and made the most handsome figure among the Fijians. Prime Joe's early acquaintance with European dress and manners makes him feel quite at home in tight-fitting garments. It was a strange scene altogether to see a man who but 18 years ago was the most terrible criminal that ever disgraced humanity sitting in familiar converse with the immediate representative of Queen Victoria. When it was all over, what appeared to have struck Cakobau most was the circumstance that while he received a great Chief standing. He said with a significant air, alluding to the native custom of sitting on the ground, "I should like to see any man stand before me." The native populace were disappointed in the great white Chief. They had expected that he would be accompanied by much pomp and circumstance, instead of which there was only an English gentleman in walking dress, with a very small retinue. . . .

ground arithmetic made clear, would attract more votes at the next general election than the relative reduction in the income-tax rate.

Yours sincerely,
ABERCONWAY,
40 Lowndes Street, SW1.
November 15.

Yours faithfully,
MICHAEL R. G. SPILLER,
University of Aberdeen,
Department of English,
Taylor Building,
King's College,
Old Aberdeen.
November 10.

Good question

From Mr M. R. G. Spiller

Sir, I note from your edition of Monday, November 18, that the "Ferdinand of Kremlin's language augers ill" (p.9). Is this *The Times's* most boring headline, or do you, Hamlet-like, simply defy augury?

Yours faithfully,
MICHAEL R. G. SPILLER,
University of Aberdeen,
Department of English,
Taylor Building,
King's College,
Old Aberdeen.
November 10.

COMMODITIES

The unexpected upward revision in the US GNP enlivened markets yesterday. However, there was not much movement in currencies, al-

The dollar, which had been showing signs of flagging when it came through that the

GNP had been revised upwards ended higher, at 79.8.

STERLING SPOT AND FORWARD RATES

Market rates day's close	Market rates close
1 month	1 month
3 months	3 months
6 months	6 months
9 months	9 months
12 months	12 months

	Date November 20	Date November 20	1 month	3 months
New York	\$1.4270-1.4395	\$1.4340-1.4360	0.44-0.60 c prem	1.25-1.20 c prem
Montreal	\$1.5688-1.5787	\$1.5730-1.5777	0.48-0.38 c prem	1.38-1.28c prem
Amsterdam	4.1885-4.2230	4.2160-4.2550	27-15 c prem	6-5 c prem
Brussels	75.16-75.71	75.58-75.71	23-17 c prem	63-64 c prem
Copenhagen	13.680-13.545K	13.5212-13.545K	31-29 c prem	71-70c prem
Dublin	2.208-2.2115S	1.2100-1.2115S	27-13c prem	65-25c prem
London	1.2341-1.2475S	3.7420-3.7475S	22-2 prem	60-20c trade

Frankfurt	221.59-233.75c	232.31-235.34c	165-166 1/2 disc	555-1550a disc
Lisbon	229.41-230.60c	230.18-230.60p	45-45 1/2 disc	555-212p disc
Moscow	2511.80-2522.05a	2525.95-2532.00c	5-5r disc	14-20r disc
Mexico	11.2025-11.2682c	11.2440-11.2552c	1-1 1/2r disc	2-2 1/2r disc
Paris	11.2380-11.2528c	11.4070-11.4233c	2 1/2-2 1/2 prem	2 1/2-2 1/2 prem
Stockholm	11.2040-11.2353c	11.2411-11.2423c	1-1 1/2r disc	3 1/2-4 1/2r disc
Tokyo	230.41-232.35c	231.25-231.65c	1 1/2 prem	2 1/2-2 1/2 prem
Vladivostok	251.21-26.353ch	25.35-26.353ch	15 1/2-11 1/2 prem	20 1/2-3 1/2 prem

Zurich	3.0450-3.0749	3.0580-3.0749	2+2c prem	5+5c prem
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Sterling Index compared with 1975 was up 0.1 at 79.9 (day's range 79.7-79.9)

OTHER STERLING RATES		DOLLAR SPOT RATES	
Argentina aust ad	1.1480-1.1563	Ireland	1.1845-1.1860

Australian dollar	2,100 - 2,120	Singapore	2,105 - 2,115
Bahraini dinar	0.5375 - 0.5410	Malaysia	2.835 - 2.845
Brazil cruzeiro	128,500 - 128,800	Australia	0.676 - 0.679
Cypriot pound	0.7650 - 0.7680	Canada	1.3365 - 1.378
Finland markka	7.935 - 8.035	Sweden	7.400 - 7.500
Greece Drachma	218.50 - 220.50	Switzerland	2.465 - 2.550
Hongkong dollar	11.000 - 11.100	Denmark	2.450 - 2.520
India rupee	17.50 - 17.50	West Germany	2.400 - 2.420
		Belgium	2.140 - 2.160
		U.S.A.	

Sq rupee	0.4155-0.4195	Netherlands	2,550.0-2,587.0
Kuwait dinar (KD)	3.4958-3.5012	France	7,555.0-7,568.0
Malaysia dollar	680.0-730.0	Japan	229.35-230.45
Mexico peso	2,5362-2,5471	Italy	1,729.0-1,732.0
New Zealand dollar	5.2060-5.2480	Belgium(Contn)	52.98-52.97
Saudi Arabia riyal	9.2000-9.0994	Hong Kong	7,922.0-7,904.5
Singapore dollar	3.9213-3.8757	Portugal	482.50-484.00
South Africa rand	8.3380-8.2790	Spain	169.20-169.50

AURELIA 18.28-18.33
 Rates supplied by Barclays Bank HOPEX and Exel. *Lloyds Bank International.
 TRUSTS
 CROON CROON

[illegible]

INVESTMENT TRUSTS

[illegible]

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TEMPUS

Tax change clouds the Whitbread horizon

Whitbread's interim figures were a little like the White Shield beer served up by its rival, Bass - clean and strong, but with a sediment that can leave a nasty taste in the mouth.

The Whitbread sediment came in the shape of the tax charge, which is expected to rise by 4 percentage points next year and which will restrict substantially earnings growth. The news soured what was otherwise an excellent set of figures. Pretax profits rose from £57.6 million to £63.5 million, well in line with City expectations.

The performance is even better, given that it was achieved during a miserable summer against an industry background of declining beer volumes and at a time when the group was investing heavily both in its retail operations and its public houses. Add to that the increased interest burden financing last year's acquisitions, and it is easy to see why City analysts were lavish in their praise of the results.

The brewing operations had a good first half. Whitbread increased its beer sales, despite the declining market. Lager had an important part to play, now representing 47 per cent of the total, up from 44 per cent. The company also improved its take-home market share and claims to be the biggest brewer in the field. However, the closure of the Luton brewery did not perhaps have the immediate cost-reducing effect which had been anticipated. The savings have taken longer to flow through.

In the US, the Buckingham acquisition is being knocked slowly into shape. There have been some integration benefits and the production range has been rationalized to good effect. However, the promotional spending on Curry Sark was low in the first half and will be much higher in the second. The legal wranglings which soured the acquisition for Whitbread still rumble on but Buckingham is doing better than some predicted even though its net contribution after financing is still meagre. Retailing also had a good first half with the Beefeater Steak House chain showing good growth. The Pizza Hut chain is also expanding rapidly. The strength of the overall performance surprised, even the company's management and made the caution ex-

pressed at the annual general meeting appears unduly pessimistic.

Whitbread is now on target to make about £130 million in the full year. The shares surrendered early gains to close down 1p at 272p. The trading prospects may say "buy" but the tax charge dictates that the shares should be held.

Gilts

Yesterday's teaser from New York left the gilt market broadly unchanged, but contained plenty of worrying food for thought. At the very least, the stronger-than-expected revision to third quarter gross national product figures in the United States was enough to halt a promising little rally in gilts.

Specifically, the third quarter GNP figures were adjusted upwards by one percentage point to an annualized real growth rate of 4.3 per cent, after the implicit price deflator was adjusted downwards by a similar percentage rate to 2.3 per cent.

Bonds slipped on the news, mainly because of the face of it, the US economy is now growing faster than analysts had expected. Fed watchers like Stephen Lewis at Phillips and Drew, claim this will not deter the Fed from easing monetary policy in the weeks before Christmas.

The Fed, the argument runs, is still not happy about the level of the dollar, particularly against the yen, and may in all probability move to cut the discount rate as soon as it has a better feel for the fourth quarter GNP numbers.

These will start to surface about the third week of December. In addition, the US savings ratio has now fallen to an historic low of less than 2 per cent.

US consumers should act soon to rebuild savings, unimpressed by the GNP price deflator and this in turn will depress consumption.

Richard Coghlan of the Financial Economist and Peter Wann at Paine Webber disagree. Peter Wann sees compensation for any car sales collapse before Christmas as a bounce back in inventories, now recovering from stock/output lows; this was the US experience in the third quarter. Net exports should start swinging round quite quickly,

as US companies benefit from the dollar devaluation. Third quarter net US profits, also announced yesterday, rose by 5.3 per cent, and are now at record highs, as a percentage of US national income.

Consumer spending is still likely to run above personal income for the next half year. These three components of GNP should all bounce together in the first quarter of 1986.

Richard Coghlan is even more specific, forecasting that the next movement in the Fed discount rate, - one of the keys to the present gilt yield structure - will be upwards. Growth is coming through faster than expected, which is why the stock market has been so firm.

Prices, which hit a trough in the third quarter both at input and consumer level, are now going upwards, witness October producer prices.

M.K. Electric

M.K. Electric Group produced less than inspiring profits, a lukewarm forecast about prospects for the rest of the year, and an unchanged interim dividend of 3.4p. Hardly surprisingly, the stock market reacted fairly savagely to such curmudgeonly behaviour, and the shares dropped 14p to 295p.

Pretax profits came out at £7.8 million (1984: £8.2 million) and, in the words of the board, no significant improvement in trading conditions can be expected for the second half year. Cheerfully, the group admits to facing a number of easily quantifiable problems in specific markets.

The group has been quick to benefit from any buoyancy in the private sector and has supplemented its flexibility by introducing a constant stream of new products. But the bulk of any sustained improvement in demand must await the Government's decision to implement the disaster reports on Britain's housing.

Advocates from M.K. maintain quite rightly that this is a well-managed group with excellent long-term prospects. Much of the improvement, however, may have been based on a false assumption about the degree to which the Government really was loosening the purse strings.

Shares set their sights on 1,200

By Derek Pain and Cliff Feltham

Shares closed above 1,100 points for the first time yesterday. The FT-30 share index, strong throughout the day, ended at 1,106.0 points, a 10.5 point gain. In early trading it was even higher at 1,108.8 points.

Equities have been in rampant form since the FT index crossed the 1,000 line at the start of last month. If the

are at present stuffed with cash and are frightened of missing the latest session of the long stock market party and are therefore piling into shares.

The FT-100, which covers 100 shares, was also in top form, hitting a peak of 1,424.3 points, up 12.2 points.

Government stocks, however, missed the fun. The latest American GNP figures undermined sentiment and left prices down by as much as 1/4.

Allied-Lyons, on the receiving end of a bitterly resisted bid from Elders, came in for early attention with the price hitting 300p, up 10p, on signs of a big buyer. But the shares, presumably with the buyer satisfied, fell to an unchanged 290p.

Diastillars Co., with interim figures today hit a 498p peak. A half-time profit of £120 million against £80.5 million is forecast.

Guinness was weak, falling 3p to 308p. Seven million shares went through the market with, it is thought, Hore Coover, the broker, doing the business. It seems that the General Accident insurance group, a large shareholder in Arthur Bell & Sons, the Scotch whisky group acquired by Guinness after an acrimonious battle in the summer, had decided to lighten its shareholding in the stout brewing group.

The estate agent, Bairdrow, was once again the subject of bid speculation as the shares raced up to 124p before settling at 121p for a 6p rise on the day. Bairdrow says it can think of no particular reason for the

sudden rise, although it is no secret some of the big banks would like to get their hands on the business.

The broker Capel-Cure Myers says that fundamental trading reasons are probably fuelling the rise. It expects profits of £4.7 million in the year ending December and £6 million in 1986.

They say there is no connection with the chairman, John Bairdrow's decision to place a million shares in the Queens Moat Houses chain leaving the price unchanged at 64p and bringing his stake down to 2.6 per cent.

Elsewhere in the estate agent business, Connells was 5p ahead at 155p and Mann's 4p up at 224p.

A bullish circular from Savory Mill appeared to provide the inspiration for a 7p jump to 178p in the price of Delta Metal, its best level this year. At one time the shares were languishing at 105p.

Mr Tim Harris, analyst, believes there is a little downside risk in the share price and is looking to solid earnings growth to 1987.

Elsewhere the sector was

mixed with Flight Refuelling 3p higher at 327p, Laird Group 2p up at 224p and TI also 2p ahead at 419p. But Ransomes, SI Group, and Vosper were all a few pence adrift.

The market warmed to an encouraging statement at the annual meeting of Barratt Developments, the housebuilder, Sir Lawrie Barratt, chairman, at last seems to be tackling the company's heavy debts.

The major reduction in interest costs and reduced overheads are both assisting in the endeavours to achieve improved profitability," he said. At one time the shares were changing hands at 126p before closing at 123p for a 2p rise on the day. They have pulled up from a low of 64p earlier this year.

Elsewhere in builders, Costain rose 8p to 484p with French Kier 4p up at 252p.

British Home Stores moved to new heights, 4p up on the day at 364p as rumours of a takeover bid refused to die down. The shares have come up from 235p this year.

Elsewhere, Burton as 7p to the good at 600p with Dixons and Marks and Spencer putting on 3p respectively at 957p and 190p.

James Neill has extended its offer for Spear and Jackson until December 3 after acceptance of 8.72 per cent. In the market Neill shares were 1p up at 158p and Spear and Jackson 2p up at 244p.

Some of the institutions shared a hot line to British Telecom as part of a series of get-to-know-better briefings helping the shares up 9p to 203p. They are still 4p away from their peak.

Elsewhere, Cable and Wireless struggled to hold a 10p rise before closing unchanged at 645p.

Lex Service received a lot of support, with the shares gaining 17p to 281. The view is that the long awaited improvement in the US semi-conductor business is beginning to come through.

Lex operates in the distributive end of the industry.

Peters Stores came off the boil after a 9p rise earlier in the week and closed at 81p, down 3p on the day. Speculation continues of a bid to cash in on its valuable storesites.

Elsewhere, Wolseley-Hughes, the heating group, moved to 533p to take its gain over the last two sessions to 23p.

Institutions unhappy with the disappointing half time figures from Metal Box were in a slightly more cheerful frame of mind yesterday after a session with the chairman elect, Dr Brian Smith, at the broker Scrimgeour Vickers. The shares soon reflected the change in sentiment, moving 13p higher to 526p. No one is changing full-year forecasts, but the new man at the top is giving some hope for the future.

Ashley Industrial Trust retreated 8p to 68p as the company said major deal was not planned.

Trading on the London Traded Option Market hit a peak yesterday. The number of bargains completed could have been close to the 30,000 mark.

ADVERTISEMENT

Base Lending Rates

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Adam & Company	11 1/2%
BCCI	11 1/2%
Citibank	11 1/2%
Continental Bank	11 1/2%
Co-operative Bank	11 1/2%
C. Hoare & Co	11 1/2%
Lloyds Bank	11 1/2%
Nat Westminster	11 1/2%
Royal Bank Scotland	11 1/2%
TSB	11 1/2%
Citibank NA	11 1/2%

† Mortgage Base Rate.

APPOINTMENTS

Hill Samuel Shipping Holdings: Mr M. J. Steele has been made managing director of Wallem & Company and Mr F. F. Crossley becomes managing director of Lambert Brothers Shipping.

Gallaher Tobacco: Mr A. D. Househam becomes chairman and chief executive with effect from January 1.

Bowring Professional Indemnity: Mr John Bezman is now chairman.

S I Group: Mr Michael Filmer has been made an executive director and Mr John Husband a non-executive director.

North Western Electricity Board: Professor Graham Ashworth becomes a non-executive member.

Barlow Rand: Mr Warren Clewley is now deputy chairman and chief executive.

Phillips & Drew Development Capital: Mr Ian Hawkins, Mr Robert Jenkins and Mr Timothy Hart are partners.

American Can (UK): Mr John Preston has been named as commercial director.

Herman Miller: Mr Roy Harcourt has been made United Kingdom sales and marketing director.

The Penney's Patent Glazing & Engineering Company: Mr Matthew Finlayson and Mr

William Thomson have become directors.

M & G Securities: Mr R. J. S. Clarke and Mr P. T. Herbert have joined the board.

Dervent Publications: Mr Morley Hyman is to become life president on January 1.

Burmalex: Mr Peter Hogg is now a non-executive director.

SG Warburton & Company: Mr Alan Peck will join next March as a director and will become a member of the corporate finance division.

Merivale Moore: Mr David Macdonald has been made a director. Mr Richard Grierson also becomes a director and has been made director of CPK Construction.

Public Relations Consultants Association: Mr Alan Butler is the new chairman.

Fosco Minsep: Mr Robert Jordan has been made deputy managing director. He will remain chairman of the Fosco metallurgical chemicals sector.

Lambeth Building Society: Mr Emrys Wynne Owen has become a director.

Commonwealth Development Corporation: Mr Michael Caine and Mr Michael Nightingale have joined the board.

A & S Andrews: Mr Ralph Neill will become chairman on December 1.

J. Henry Schroder Wagg: Mr Michael Dunne has been made an assistant director.

Stomgard: Mr Rex Hollingsworth has become a director.

Wallace, Smith Trust Company: Mr Christopher Clark has joined as director of the strategic finance & planning department.

Hutchinson Wharmpos (Europe): Mr Robin Jehastone has been appointed managing director.

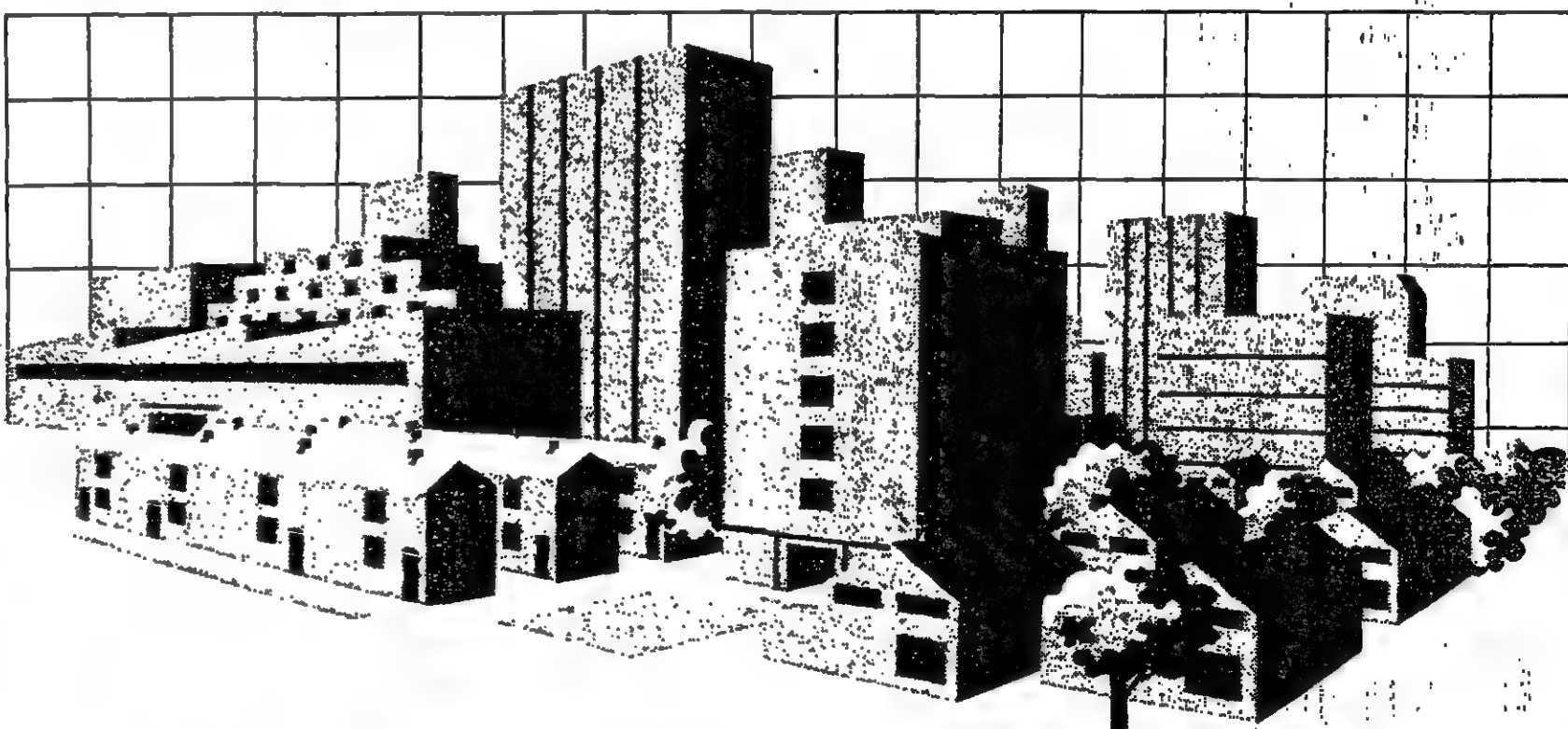
Greig Middleton: Mr Robert Clinton has been made head of corporate finance, London.

Greyfriars Bishop: Mr Leslie Bishop becomes chairman and Mr John Ford, managing director. Mr Kingsley Manning and Mr Michael Fairchild are made directors.

USM REVIEW

THE TIMES
EVERY MONDAY

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Registered in England No. 776583)

Introduction to the Official List

Number	Ordinary shares of 25p each	£
10,000,000	Authorised	2,500,000.00
7,871,113	Issued and fully paid	1,967,778.25

The Council of The Stock Exchange has admitted the whole of the issued share capital of IFICO, formerly dealt in on the Unlisted Securities Market, to the Official List.

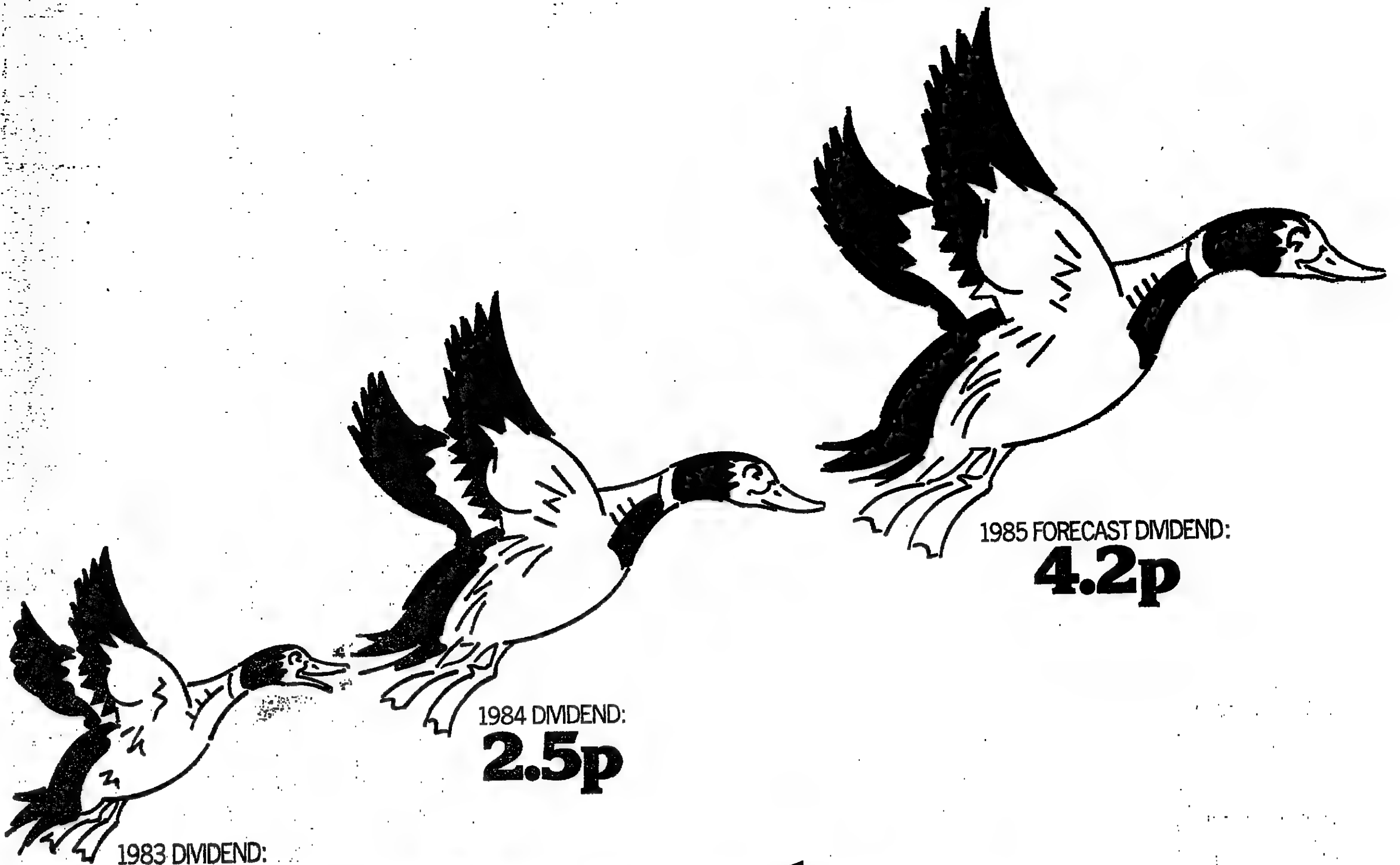
Listing particulars relating to the Company are available in the Erel Statistical Services and copies of such particulars are also available during normal business hours on any weekday (excluding Saturdays) up to and including 5 December 1985 from:

Industrial Finance and Investment Corporation PLC
Well Court House,
8-9 Well Court
London EC4M 9DN

and are also available from the Company Announcements Office, Quotations Department, P.O. Box 119, The Stock Exchange, London EC2P 2BT on 22 and 25 November 1985.

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21 November 1985



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COMMERCIAL PROPERTY

Reversionary investments • Marina development

British companies thrive on Paris office market boom

By Judith Huntley

Reversionary office investments, not seen since the heady days of the property boom more than a decade ago have returned to the Paris property scene.

The office market in Paris is experiencing an extremely confident phase. Rents for offices are rising at a faster rate than the building cost index to which passing rents are linked.

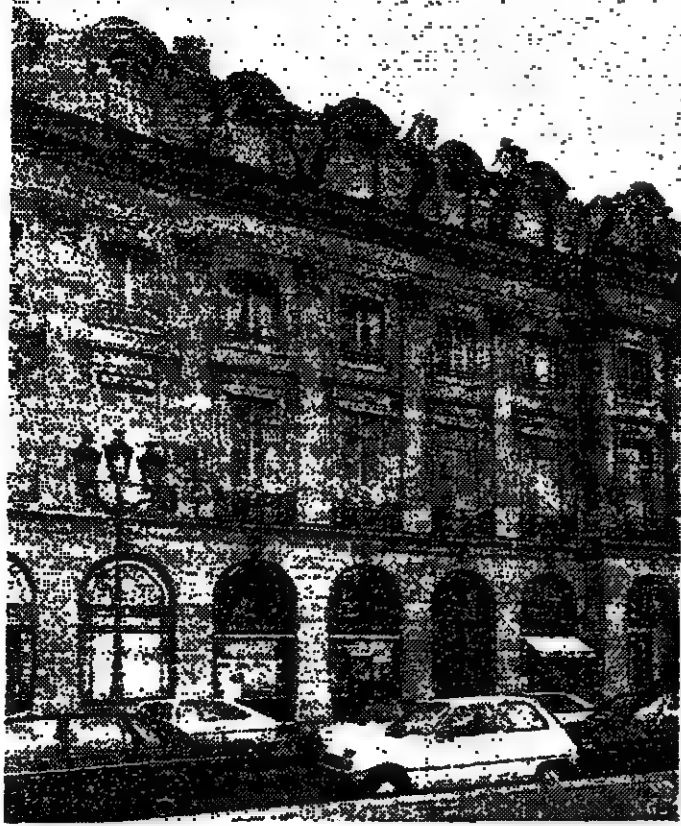
Inflation is running at 5 per cent in France with the building index at less than 3 per cent. Prime office rents on the other hand, have jumped by 10 to 15 per cent in the last six months and by 25 per cent over the past year. Prime yields have fallen from 6.5 per cent in 1982 to 6 per cent this year.

All this is good news for developers and for those with buildings to sell. The Paris office of Jones Lang Wootton reports that the reversionary element of the office market is now being reflected in prices paid by investors.

Japanese investors, as elsewhere in Europe and the US, are slowly creeping into the market. But there are a number of British firms operating in the central Paris office market, an area in which many had their fingers burned in the property collapse of 1973.

The largest of these British companies is Hammerson, which bought £31 million of Paris property from the ICI Pension Fund last month. Hammerson had been searching for a Paris portfolio for some time and J.L.W. brought the ICI properties to the company.

Hammerson has lost little time in managing its newly-acquired portfolio. It will try to buy in the other interests in its 57 per cent owned 22 sq metre offices at 16 Place Vendôme, the jewel in the portfolio.



The Jewel in Hammerson's £31 million Paris portfolio: 16 Place Vendôme

The Bank of India and Knight Frank & Rutley occupy the building which could be let at rents of Fr 3,000 (£268) a sq metre a year, the top price for prime office space.

Hammerson's neighbour in the Place Vendôme is the National Westminster Bank, which has seen rents for the space it owns zoom from Fr 1,500 to Fr 3,000 a sq metre after refurbishment.

The process is repeated elsewhere. Hammerson has an 11,500 sq metre building, part

of the 65,000 sq metre office complex, Les Bureaux de la Colonne St Cloud, on the banks of the river at St Cloud. Renting to a new tenant has seen rents move from Fr 900 to Fr 1,300 a sq metre there.

And the company has a highly reversionary building at the Avenue Friedland in central Paris. This has 17,300 sq metres of space. The offices need refurbishment but the scheme is located in Paris's "Golden Triangle" inhabited by indus-

trial, publicity and computer companies.

The rents are between Fr 1,500 and Fr 1,900 a sq metre but could reach near to Fr 3,000 after work on the building. Hammerson will probably end up with five good buildings from the ICI Pension Funds portfolio, and it is believed that eight of the properties are already under offer.

Other British property companies operating in central Paris include the Heron Corporation, London & Edinburgh Trust, Norwich Union and Arbuthnot Properties.

Heron has achieved an exceptional office rent at its building, 2 Place de la Madeleine, where Jones Lang has let the top three floors at Fr 3,000 a sq metre. And the retail space has been taken by the designer, Polo Ralph Lauren.

London & Edinburgh Trust, Balfour Beatty, and Capital and Continental are refurbishing 42 Rue d'Anjou to a high standard. One of the three buildings has already been sold to Le Continent Insurance Company, helping the scheme pay for itself before it is complete. It will have an investment value of Fr 400 million. The Midland Bank is putting up short-term finance.

The competition to buy freeholds in central Paris is keen. Hammerson, Hambro, LET and Imry are all looking. Business confidence and, therefore, demand for office space is improving in France and, if there is a change of government, thought to be likely, demand could increase.

On the other hand, there could be some slight relaxation in controls on development in Paris which would ease the supply of space. But the overall prospects for rental growth look good for the first time in many years.

Land Secs considers joint City scheme

Wimpey Property Holdings, the development arm of George Wimpey, has approached Land Securities about jointly developing Wimpey's 300,000 sq ft office scheme at Little Britain in the City of London. The site is close to that owned by the Post Office in St Martin's le Grand, on which Land Securities has made a planning application ahead of the tender closing date of November 29. Wimpey was a tremendous planning battle to develop Little Britain, but since obtaining permission, the scheme has lapsed.

The reorganization at George Wimpey after the appointment of Mr Clifford Chetwood as chairman, resulted in Wimpey Property being vastly reduced in its scale of operation. The former chairman, Mr Colin Smith, left after disagreements with Mr Chetwood and only three big projects remain on its books. One is the Little Britain site.

Land Securities is considering the idea put forward by Wimpey, but it is unlikely to make a decision until it knows whether it will redevelop the Post Office site. Land Securities' recent £100 million debt issue will barely pay for one large City scheme and the company would have to raise more money if it were to embark on two important developments in the Square Mile.

The advantage of the Post Office site is that a scheme can be designed to accommodate today's office needs behind the existing facade. It is unlikely that the City planners will allow the building to be demolished.

The present demand for office space in the City of London has peaked and demand will fall next year, as will the supply of new space. Rents for prime areas will reach £40 a sq ft in 1986 and £50 by 1990.

But institutional investors will keep the downward pressure on yields by the weight of their presence in the market. Richard Ellis bravely predicts the future in its report on the City market, but gives a warning that investors are not taking enough account of location when buying.

The firm's survey of City occupiers shows that they like to keep close to their traditional markets. It highlights the fact that small space-users account for 50 per cent of the take-up in a strong market and 70 per cent in a recession.

The demand for space from foreign banks has consistently remained at 20 per cent since 1977. The estate agent believes that new forms of long-term equity investment for large developments will be found within the next three years.

Stockley could sell part of £80m square

Stockley's purchase of Paternoster Square, by St Paul's Cathedral in London, from the Church Commissioners for £80 million may cost much less than that.

The building occupied by the merchant bank, Charterhouse Japhet, 1 Paternoster Row, could be sold as an investment for about £15 million if the lease can be moved from its present long-rental pattern to the normal five-year period.

And Grindall House, Newgate Street, which has Freshfields, the solicitor, as a tenant could become available for re-letting if the firm moves to newer and larger premises.

Both changes could be undertaken in the short term while Stockley and its development partners, as yet unknown, tackle the long-term future of the 4.5-acre site.

Stockley is to raise short-term financing from the banks with long-term money coming from its joint partners in the project. A form of syndicated finance looks possible along the lines of the £100 million development with Unilever near Blackfriars Bridge. And given Mr Elliott Berners's links with Morgan Grenfell through his estate agency firm, Michael Laurie & Partners, the corporate clients of Morgan Grenfell Laurie may

be involved in the Paternoster Square development.

The City Corporation's view of such an important project has yet to be tested. But in the light of its about face on such crucial matters as plot ratios, another 250,000 sq ft could be added to the existing space if the whole scheme were to be rebuilt.

The square has never worked as an open space and the shops would be better re-located with the Newgate Street frontage retained for retailing.

The Church Commissioners has waited a long time to sell Paternoster Square. One of the

keys to the sale was the Central Electricity Generating Board, a large occupier in the scheme's 600,000 sq ft of office space.

The CEGB had a 99-year lease in the development with 21-year rent reviews. The marriage value of its interest was crucial to selling the project.

It took several years for this to be arranged, with the CEGB moving out of two buildings in Paternoster Square into its headquarters, Sudbury House, which has not been included in the Stockley deal. Stockley may sell as much as 30 per cent of the completed development.

COMPANY NEWS

BRITISH TAR PRODUCTS: For the half-year to Sept. 30, with figures in £000, turnover was 19,619 (18,566), while the pretax profit was 1,909 (1,412). Earnings per share were 3.59p (2.8p). An interim dividend of 1.5p (1.2p) is being paid and the board intends to recommend a final of not less than 2.5p (2.3p).

NORTHERN AMERICAN TRUST: For the year to Oct. 31, with figures in £000, net revenue was 1,882 (2,165). Earnings per share were 5.47p (6.32p). A second interim dividend of 4p (4.5p) is being paid on Jan. 6, making a total of 5.4p (6p).

LONDON TRUST: For the half-year to Sept. 30, with figures in £000, the net deficit before tax was 361 (revenue 1,715). Losses per share were 0.61p (0.0p). A final interim dividend of nil (1.25p) is being paid.

GREENHAM GROUP: For the half-year to Oct. 31, with figures in £000, turnover was 7,213 (6,546), while the pretax profit was 1,731 (1,237). Earnings per share were 5.63p (5.03p). An interim dividend of 1p (nil) is being paid.

EXPANET INTERNATIONAL: Link Security Products has been bought for £634,612, plus stock and debtors at valuation.

INTERNATIONAL THOMSON ORGANISATION: For the nine months to Sept. 30, with figures in millions of pounds, sales were 1,371 (1,300), while trading profit was 143 (129). Earnings per share were 30.1p (25.8p) before extraordinary items.

UNITED BISCUITS: The company is to buy Gurners Steak Houses, which operates a chain of 15 restaurants, all leasehold, in prime locations in central London, from Monseigneur Grills. The price will be about £7.25 million in cash and shares.

BOWATER INDUSTRIES: The company has brought APD Insulations, a supplier of PVC replacement windows and based in Cheltenham, Gloucestershire. The price will be up to £5.4 million.

COMALCO: The company reports the signing of a \$480 million (about £334 million) refinancing package. Comalco is 67 per cent owned by CB, which is 52 per cent owned by RTZ.

DUNTON GROUP: The group is to buy a 30 per cent stake in Harman (Chesbarn), a public works builder, for £400,000 cash. Dunton is to raise the money for this, plus about £200,000 (net) for working capital, by a placing of 3.7 million new ordinary shares.

PILKINGTON BROTHERS: The company has agreed to acquire a 25 per cent stake in CP International, a London and New York based company, which makes fibre-optic electronic communications systems for banking and trading houses. The consideration is payable in cash and represents less than 5 per cent of the group's assets.

BULMER & LUMB: For the half-year to Oct. 6, with figures in £000, turnover was 18,198 (16,464), while the pretax profit was 240 (528). Earnings per share were 2.52p (4.2p). An interim dividend of 1.65p (1.65p) is being paid.

JERSEY GENERAL INVESTMENT TRUST: For the half-year to Oct. 31, with figures in £000, gross income was 1,240 (1,118), while the pretax income was 684 (102). Earnings per share were 5.85p (5.97p). An interim dividend of 5.75p (5.25p) is being paid.

GEORGE OLIVER (FOOTWEAR): The company is to buy 80 per cent of Arizona Shoe Corporation, the largest privately-owned shoe retailer in the south western region of the US, for about £1.7 million.

JAMES NEILL HOLDINGS: The company and its associates have received acceptance for, or acquired or agreed to acquire, 490,575 ordinary shares in Spear & Jackson International (8.72 per cent). Neill's offers and cash alternative have been extended to Dec. 3.

LONDON & STRATHCLYDE TRUST: For the year to Oct. 31, with figures in £000, gross revenue was 1,378 (1,175), while net revenue was 403 (393). Earnings loss per share were 2.7p (2.64p). A final dividend of 1.4p (1.5p) is being paid on Dec. 31, making a total of 2.65p (2.55p).



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Law Report November 21 1985

Evidence which should never have been led

Regina v Kingston upon Thames Justices, Ex parte Khanna
Before Lord Justice Watkins and Mr Justice Kennedy
[Judgment delivered November 6]

The main of the writ of *certiorari* extended to enable the court to quash a conviction for driving with excess alcohol where it was obtained on the sole basis of prosecution evidence which should never have been led because it was in error.

The Queen's Bench Divisional Court so held in granting an application by Sudish Khanna for *certiorari* to quash his conviction by the Kingston upon Thames Justices on June 20, 1983 for an offence of driving with excess alcohol contrary to section 6 of the Road Traffic Act 1972, as substituted in Schedule 8 of the Transport Act 1981.

Mr Carlton Christensen for the applicant; Mr Gregory Stone for the justices.

LORD JUSTICE WATKINS said that the defendant had been arrested on June 4, 1983 after a roadside breath test had proved positive. He provided two samples of breath at the police station on a Lion Intoximeter 3000 device, which had come into general operation in May 1982.

The test registered an alcohol to breath ratio of 81 microgrammes to 100 millilitres. The defendant was surprised because he had only consumed three half-pints of lager.

The self-checking, calibrating system on the device registered "36 High" which was outside the limits of tolerance within which the device could be said to be operating efficiently. The specimen obtained thereby became inadmissible as evidence.

The police officer should have then invited the defendant to give a sample of blood or urine for analysis. But he had not been instructed in the ways of operating the device he did not comprehend that it was operating inefficiently.

At the hearing before the justices on June 20, 1983 the printout was put in evidence. The defendant was represented by a solicitor, who asked the police officer in charge of the case whether the device had been operating reliably. The officer replied that it was in order.

The defendant was convicted. He later realised the error and appealed to the crown court, where both sides agreed that the case should be sent for rehearing before the justices.

The justices took the view that they were *functi officio* and that the defendant's remedy lay in the Divisional Court.

The defendant relied upon the proposition that a conviction obtained in such circumstances was so unfair as to amount to a breach of the rule of natural justice. That could be a ground for an order of *certiorari* there was no doubt; see *R v Knightsbridge Crown Court, Ex parte Goonallake* (The Times February 14, 1985; [1985] 3 WLR 553).

One of the cases reviewed in this case was *R v Leyland Justices, Ex parte Hawthorn* (1979) QB 283, 286, where Lord Widgery, Lord Chief Justice, said: "But the problem is... that *certiorari* in respect of breach of the rules of natural justice is primarily a remedy sought on account of an error of the tribunal, and here... we are concerned with an error of the police prosecutor."

However, if, in addition, collusion, perjury and such like matters affecting the tribunal themselves justify an application for *certiorari* to quash the conviction... then we cannot say that the failure of the prosecution which in this case has prevented the tribunal from giving the defendant a fair trial should not rank in the same category."

Here there was no evidence of collusion on the part of the tribunal, nor of fraud, perjury or the withholding of evidence.

The court was unwittingly misled by the failure of the police officer

conducting the test and the officer in charge of the case to understand the meaning to be attributed to the figures arising from the calibration checks. Had they done so it was inconceivable that a prosecution would have been brought.

The ambit of the writ of *certiorari* was the subject of much controversy: see per Lord Justice Orr in *R v West Sussex Quarter Sessions, Ex parte Albert and Maud-Johnson Trust Ltd* ([1974] QB 24, 39) where he said: "The limits of *certiorari* are in my judgment, well established and do not extend beyond defects or irregularities at the trial."

In *R v Ashford Kent Justices, Ex parte Rickley* (No 2) (1956) 1 QB 167, 168 Lord Goddard, Lord Chief Justice, said that the writ of *certiorari* should not be invoked where there was a dispute as to the facts. Here there was no such dispute.

There was a gross irregularity in the proceedings stemming from the initiation of those proceedings, which, as the prosecution conceded, was indefensible.

It was true that the defendant had had a copy of the printout produced by the device and had been represented by a solicitor at the hearing before the justices. But the overwhelming wrong was that a prosecution had been brought relating to an offence of which there was in reality no evidence against the defendant.

The ambit of the writ of *certiorari* extended to far as to enable the court to exercise its supervisory jurisdiction in such a case as this. It would be a monstrous injustice if this court was "disabled" from bringing down a conviction in which the prosecution should not have begun.

The application would be allowed and the conviction quashed.

Mr Justice Kennedy delivered a concurring judgment. Solicitors: Fisher Stephens & Co, Gravesend; Mr D. K. Lowndes, Richmond upon Thames; for Mr J. A. Davis, Kingston upon Thames.

Minister entitled to new tenancy

Linden and Another v Secretary of State for Social Services
Before Mr Justice Scott
[Judgment delivered November 14]

Premises managed by a district health authority, and occupied by its employees in local National Health Service hospitals, were to be regarded as in the occupation of the Secretary of State for Social Services, and occupied by employees of the secretary of state for the purposes of the Landlord and Tenant Act 1954, so as to entitle the secretary of state to a new tenancy under Part II of that Act, Mr Justice Scott held in the Chancery Division in an action by Bennie Linden and Helen Linden seeking declaratory relief against the state.

Mr Michael Barnes, QC and Mr John Farber for the plaintiffs; Mr Kim Lewison for the secretary of state.

MR JUSTICE SCOTT said that the plaintiffs owned premises known as 40 Nottingham Place, Westminster, which were leased to the Secretary of State for Social Services under a term of 14 years, which expired on June 24, 1985. The question was whether the secretary of state was entitled to a new tenancy under Part II of the Landlord and Tenant Act 1954.

No 40 Nottingham Place was a terrace of three houses, each by licence into eight self-contained flats occupied by persons employed at National Health Service hospitals. Some were engineers, some accountants, some doctors or others employed in a medical capacity, and some were administrators.

The flats were let furnished and equipped with cutlery, crockery and blankets, but not bed linen, and were managed by the Paddington and North London Health Authority, a district authority having delegated powers.

The occupants occupied their flats under written agreement, all in the same form, under which no provision was made for the deduction of rent, and each occupant was being managed by the authority which had undertaken all repairs and decorations.

The company exercised its option to buy the premises for £13 million at the end of October, and it is pressing ahead with its plans for an 800-home leisure village, as well as a sports complex, health centre, hotel, pub and restaurants.

The occupants were constantly changing, and one or more flats might, at any one time, be vacant. The attractiveness of employment

in central London was greatly enhanced by an offer of immediate accommodation in such a flat.

It was not an unimportant feature of the case that the occupants were employed by the authority, and not directly at least, by the secretary of state. The authority was exercising, on behalf of the secretary of state, its functions relating to the health service. Section 23 (1) of the Landlord and Tenant Act 1954, applied if the premises comprised in the tenancy were "occupied" by the tenant, and if they were occupied "for the purposes of a business carried on" by the tenant.

The action, however, did not have to be justified in the case of a tenancy held by a government department. That case was specially dealt with under section 56 (1).

Provided that the requirements of subsections (3) and (4) of section 56 were satisfied, Part II of the Act applied whether or not the case could be brought within section 23 (1). It was accepted that for those purposes a Minister of State was a government department.

Subsection (3) applied if the property comprised or included premises "occupied for any purposes of a government department" - a single criterion without any requirement that the premises must be occupied by the tenant.

There was no requirement that the department holding the tenancy should be the same as that for whose purposes they were occupied; nor was it required that occupation should be "for the purposes of a business carried on" by the tenant.

The subsection brought within Part II any tenancy where they were occupied for any purpose of any department.

Here, his Lordship's view was that the authority was in occupation of No 40 Nottingham Place.

Although section 56 (3), unlike section 23 (1), imposed no such criterion, it could not be satisfied unless there was someone in occupation whose occupation could be said to be for the purposes of a government department. Could that test be satisfied?

The occupants' occupation was for ordinary personal residential purposes, and not for those of the National Health Service. The question was whether a manager of

premises could claim by virtue of his managerial function to be in occupation.

Having considered *Zee-Verhuist (Investments) Ltd v Harwood Trust* (1973) QB 304 and *Williams & Sons Ltd v Jones* (1973) 32 P & CR 891, his Lordship concluded that the present was a borderline case.

The features which led to the conclusion that the authority was in occupation were that, at any one time some of the flats were usually vacant; that the authority retained the keys; and visited the premises regularly; that no exclusive possession was given in occupancy, and that the authority's maintenance included routine visits.

The next requirement was to show that the authority was in occupation for the purposes of the secretary of state in carrying out his functions under the National Health Service Act.

It was argued that it must be necessary, and not merely convenient, that the employees should reside in the premises, which could not be said here. Mr Barnes relied on *Chapman v Freeman* (1978) 1 WLR 1288 as authority for that submission. Having considered that case and *Grovefield Properties Ltd v Westminster Medical School* (1984) 47 P & CR 907, his Lordship concluded that it was sufficient if it was in the furtherance of the secretary of state's functions.

In his Lordship's judgment, it clearly was. The authority was managing the property, pursuant to delegated powers, and in discharge of a duty imposed on the secretary of state under section 46 of the National Health Service Act 1977.

The provisions of section 56 (3) were complied with and Part II of the 1954 Act applied accordingly.

The contention that the authority was a principal, and not the agent of the secretary of state, inconsistent with *Pfizer Corporation v Ministry of Health* (1965) AC 512, was rejected. The authority was acting as agent, and that relationship justified the conclusion that for section 23 (3) the secretary of state was in occupation; and that the persons employed by the authority were, for the purposes of that section, to be treated as the employees of the secretary of state.

The action would be dismissed accordingly. Solicitors: Bervin Leighton, Bechoffs.

Appealing to two or three judges

Coldwell Ltd v Gallon and Another

The Court of Appeal (Lord Justice Oliver and Lord Justice Purchas) made observations on the question of how many judges should sit in a reserved judgment given on November 8, allowing an appeal by the plaintiff.

LORD JUSTICE OLIVER said that the issue was whether a substantial sum of money and a point of law of some importance. His Lordship did not wish to criticize the parties or their advisers.

who were obviously anxious (and for good reason) to have the appeal heard as soon as possible, but thought that it was pre-eminently a case which would have justified a request for a hearing before a court of three.

Although the two-judge court was statutorily authorized, it ought to be stressed again that if counsel were of the view that points of real difficulty arose it was always open to them to apply to the registrar for the hearing to take place before a court of three. His Lordship did not desire to encourage such requests in cases

which did not justify them and it by no means followed that such a request would always be acceded to.

LORD JUSTICE PURCHAS added that those responsible should consider a redefinition of those appeals from county courts which might be dealt with by a two-judge court under the Court of Appeal (Civil Division) Order (SI 1982 No 543), and section 54(4) (e) of the Supreme Court Act 1981. The importance of the case and the difficulties arising out of an appeal might merit consideration by a court of three judges.

Abuse of court's process

Palmer v Birks

An action for damages brought within the limitation period, but which was struck out as being an abuse of the court's process where the plaintiff had had an action in respect of the same cause dismissed for want of prosecution.

The Court of Appeal (Lord Justice Slade, Lord Justice Robert Goff and Sir John Megaw) so held on November 11 dismissing Mr David John Palmer's appeal from an order by Mr Peter Auerbach, QC, sitting as a deputy High Court judge in chambers, striking out his action for damages against Mr Walter Birks.

LORD JUSTICE ROBERT GOFF said that in *Janov v Morris* (1981) 1 WLR 1389 a two-judge court of appeal had struck out a plaintiff's action in similar circumstances.

Whether or not the court was bound by that earlier decision, his Lordship agreed that where there was contumacious conduct by a plaintiff in disregarding an order of the court in the first action then there was power to strike out the second even if it was brought within the limitation period. A deliberate flouting of the court's order was to be regarded as contumacious.

Only date of hearing is relevant

Alexander v Mohammadzadeh

November 21, 1985

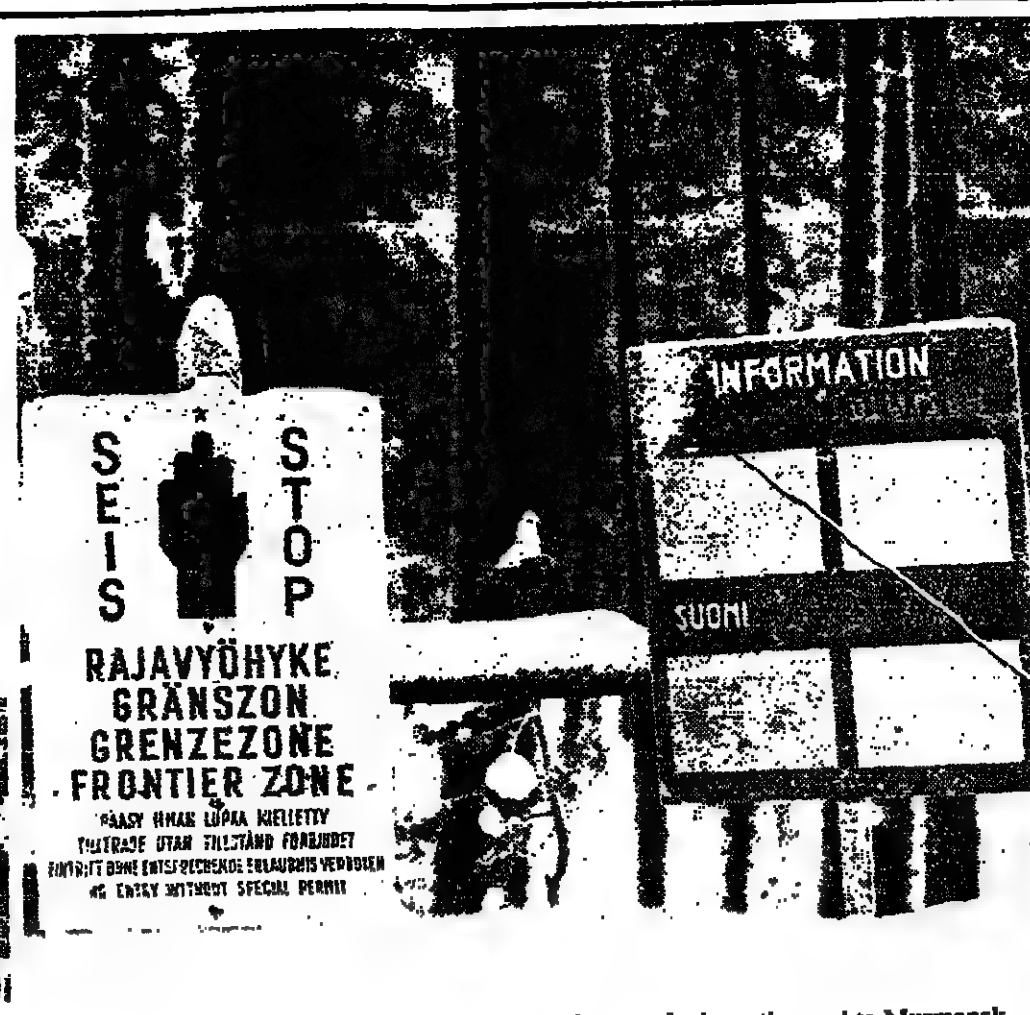
SPECIAL REPORT

FINLAND/1



American vice-president George Bush (left) with Premier Kalevi Sorsa in Helsinki: The quiet lakes at Otaviniemi alongside one of Finland's oldest castles: The "no go" area on the Finnish-Soviet border near Ivalo on the road to Murmansk

A balance of hope and fear



The approach of winter finds Finland in a strangely schizophrenic condition in which quiet satisfaction at the country's unprecedented internal calm and economic well-being is tempered by unease over the difficult international situation.

Sitting on the fence between East and West has traditionally been Finland's geopolitical fate, forcing Finns to follow world events more carefully than most other people. Political difficulties in Europe have always created problems for Finland, too, and the country hopes fervently that some sort of coexistence will emerge from the ashes of détente.

Another source of apprehension are the changes in the Soviet leadership. On the one hand Finns are eager to see progress in the Soviet Union, because it is an important trading partner; on the other, the Gorbachev regime is still an unknown quantity.

Finland's special relationship with the Soviet Union is a showcase of peaceful cooperation and coexistence between two countries with a differing economic and social order. The 1948 treaty of friendship, cooperation and mutual assistance, which provides the framework for

these relations, is quite distinct from those between the Soviet Union and its East European neighbours.

Personal relations between the leaders of both countries have played an important role in Finnish-Soviet links. However, the new Soviet leadership is largely as unknown to the Finns as to others. This is partly due to the fact that the quality of the Finnish embassy in Moscow was allowed to deteriorate during the era of Urho Kekkonen, the former president, who played a very active personal role in conducting relations with Finland's giant neighbour.

Dr Mauno Koivisto, his successor, has adopted a much lower profile. In fact, the words low profile have been the national password during his years in office.

President Koivisto has also shown that he is a symbol of today's modern Finland: he does not want to run the country with an iron hand, like President Kekkonen, who belonged to a generation very much different from today's. President Koivisto made it clear from the beginning that he wanted to restore the constitutional balance between presidency, government and parlia-

ment, which was disturbed during his predecessor's rule.

This has led to complaints of passivity from people who were used to the super-active Kekkonen presidency, but support for President Koivisto among the electorate is overwhelming, and the presidency is his for another six years if he wishes to run in the 1988 presidential elections. A recent opinion poll on possible presidential candidates gave Dr Koivisto over 70 per cent support. His closest rival received five per cent.

According to the Constitution,

Consensus brings political calm

Finland's foreign policy is very much in the hands of the president. Under Dr Koivisto, the country has maintained the neutral foreign policy set out by his predecessors, which in practice means strengthening ties both with East and West.

President Koivisto was the first western political leader to meet Mr Mikhail Gorbachev, in September, and this meeting confirmed that both countries want to maintain close relations. The Soviet leader-

ship sent no alarm signals, and relations have settled on a steady course.

As to ties with the West, Finland has taken small, but clear steps. Associate membership of the European Free Trade Association (EFTA) was changed into full membership in October. Finland is in the process of joining the European Space Agency (ESA) and has joined other West European countries in the Eureka high technology project.

Eureka caused some embarrassment to the Finnish authorities, because Finland was not on the list of countries that France originally invited to the first Eureka meeting. Finnish industry, worried about being left behind in technological development, forced the government to act quickly, and, after a hectic midsummer round of diplomatic consultations, Finland was added to the list.

The four-party coalition government led by Mr Kalevi Sorsa, which includes his own Social Democrats, the Centre Party, the Rural Party and the Swedish People's Party, has remained in office without serious problems since the 1983 parliamentary elections.

In internal politics the magic

word is consensus, which has spread from foreign policy to other areas. This has meant that the country is enjoying a period calmer than any in its recent history.

No one knows how long this consensus will last in, for example, economic policy. Thus far only the extreme left has made noises against it but it will be badly strained in next year's wage negotiations. However, optimists say that Finland has taken such a major step towards the calm tenor of life of other Nordic countries that only major upheavals could upset it.

Opposition to the government is weak

The Sorsa coalition has enjoyed the full benefits of this consensus. Originally it was thought it might be difficult to work with the two ministers from the Rural Party, because that party is markedly populist. Mr Sorsa's worst troubles have been with the Rural Party, but they have not led to a major crisis - the two Rural ministers always give in in the end: for them cabinet positions are a sign of legitimacy they do not want to lose.

The Sorsa government has been especially successful in economic policy. A steady three per cent growth, inflation down to five per cent and falling, and relatively low unemployment, currently just under six per cent, have given the government room to manoeuvre.

The next parliamentary elections will be held, at the latest, in spring 1987. Most observers agree that the going will get rougher for the government as they approach, and the economic situation worsens due to slack development and probable recession in market economy countries.

A weak opposition means that the government has nothing to fear in parliament. The Conservatives, who are the second biggest party after the Social Democrats, have not been able to find strong leaders, or to transform their parliamentary strength into political power.

The Finnish Communist Party (SKP), the other main opposition group, is so badly split into majority Eurocommunists and minority Stalinists that it has no power to fight anyone else.

The Eurocommunists have started what they call a final push to oust the Stalinists from the SKP,

which has lost support steadily. In 1958 it was the biggest party, with a quarter of the vote. Now it is a poor fourth, with under 13 per cent. Its share of the vote is falling and its cadres are ageing. The Stalinists are fighting hard to stay inside the party. The Soviet Communist Party has given them strong support but some leaders of the Eurocommunist majority feel that Soviet interference has strengthened their hand.

This winter should reveal whether Finland is to have two separate communist parties, although in fact the two wings have for years operated as two parties with their own organizations. SKP rules are so complicated that it may take several months before the ousting of the Stalinists is completed.

It looks almost certain that the communists will contest the 1987 parliamentary elections with separate lists. Because of the electoral system this means that their strength will fall considerably from that in the present parliament, where they hold 27 of the 200 seats. It is quite possible that the Stalinists will be eliminated completely, or at best left with only a handful of seats.

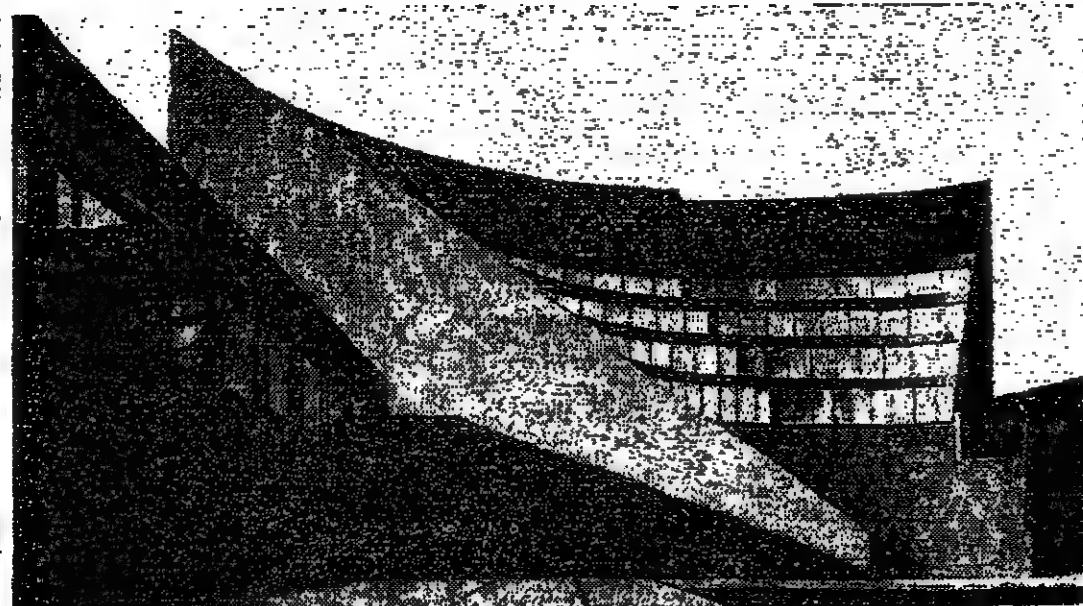
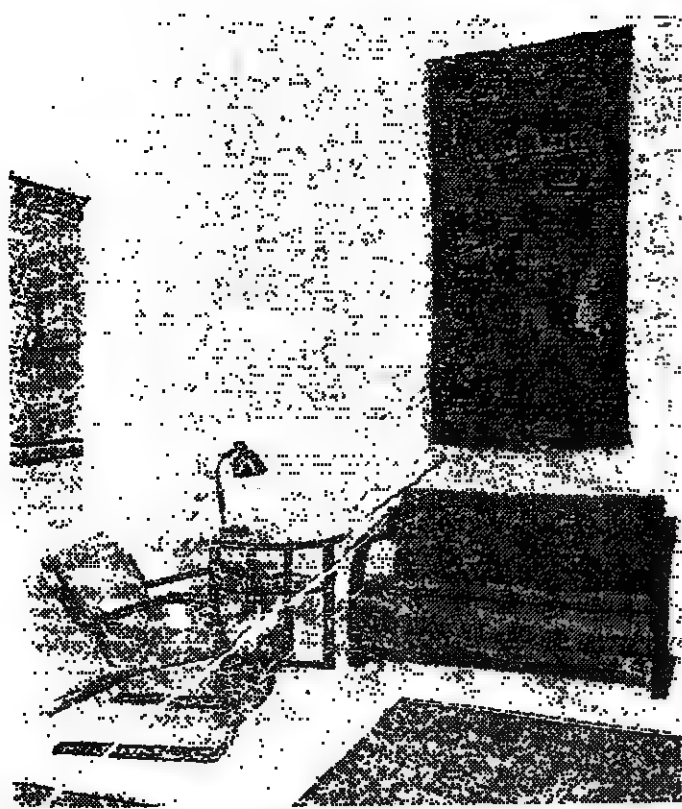
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Main building of Ohtaniemi University of Technology, left, by Aalto, and Hyvinkää church, by Aarno Ruusuvuori

A natural line in design

Design is alive and well in Finland. It is just harder than it once was to find the Finnish in the design.

"Post-modernism could never have been born here. The trends are set in Italy and elsewhere", says Professor Antti Nurmesniemi, Finland's leading interior architect and industrial designer. "What designers here can do is contribute their traditional functionalism and proximity to nature to the trend."

That sounds like a pessimistic assessment in a country that takes great pride in having produced from its small population of less than five million some of the world's leading designers and architects.

However, Professor Nurmesniemi denies being a pessimist. The world is just not the same as it was in the 1950s, when Finland established its reputation as a leading innovator of new form. Besides, the innovations of past decades continue to bear fruit around the world, he says.

Borrowing from abroad and coming out with something distinctly Finnish is nothing new. At the turn of the century art nouveau was converted by Finnish artists and architects into massive stone structures and mythical themes, reflecting the country's new found sense

of national identity and a culture rooted both in the east and the west.

The strong impact of tradition was underlined in 1937, when Alvar Aalto, internationally the most acclaimed of Finnish architects, commissioned to design Finland's pavilion at the Paris world exhibition, made a sleek rowing-boat from the eastern lake district one of the display's centrepieces.

The true blossoming of Finnish design came in the 1950s. It is impossible to discuss design in Finland without the conversation repeatedly turning back to the decade when Aalto consolidated his reputation and men like Kaj Frank, who remains an active designer, and Tapio Wirkkala rose to eminence for their glass and ceramic creations.

Finnish achievement is based on nature's form and movement combined with pure lines in products that work. Functionalism is the constant in Finnish design and, so say many, in the Finns. But even in those days, says Professor Nurmesniemi, the Finns did not lead international trends. "Trends and trademarks didn't exist as they do now."

Money is one measure of how the design of those days is valued by the world today. For

example, the prototype of one of the chairs designed by Aalto will fetch thousands of pounds at an auction anywhere.

Another measure is the fact that many of the products of those years are still being sold in their original form or are being blatantly copied. There is hardly a Finnish home without a chair by Aalto or glassware by Wirkkala or Frank.

Design has become an established part of life and a designer is no longer asked what exactly he does for a living. There are about a thousand full-time designers in the country.

In Finland, as elsewhere, more and more designers work with industry. Professor Nurmesniemi estimates that between 25 and 30 per cent of Finland's export products involve design at some stage. Finnish designers speak with some envy of Britain's new programmes for subsidizing industrial design.

Finnish designers claim that even in the most practical applications of their trade they still can transmit something indigenous, something of the unspoilt nature that still covers much of the country. But often the person buying a product has no idea that it was designed in Finland.

"Floating culture" is a term

Professor Nurmesniemi uses to describe today's world of design. "A Finnish designer produces an item for an Italian manufacturer, who markets it in the United States", he explained.

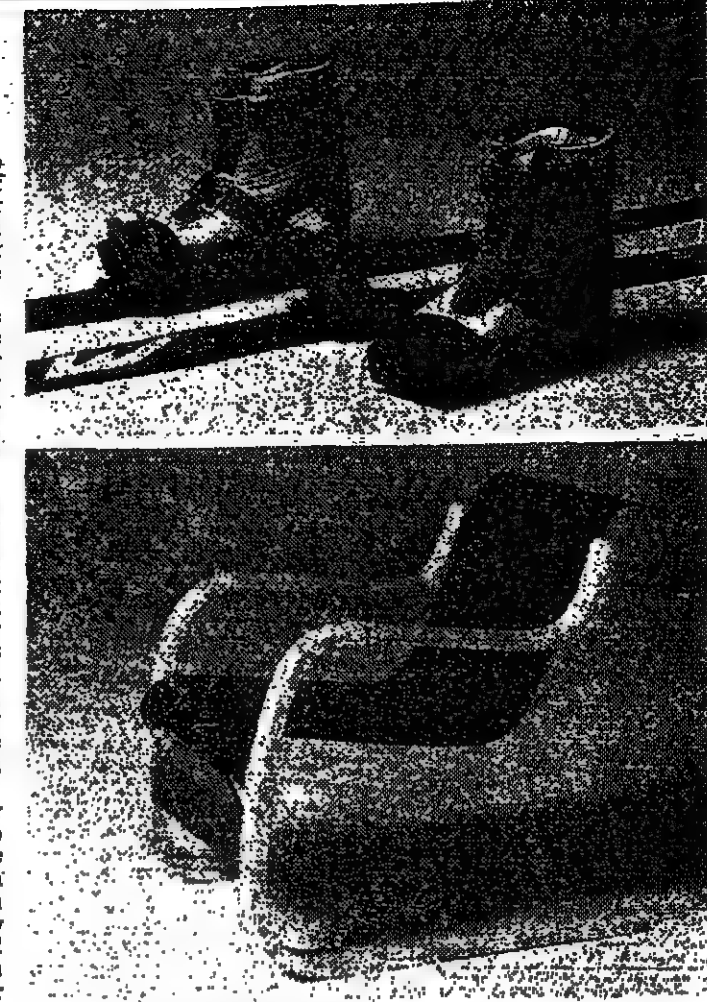
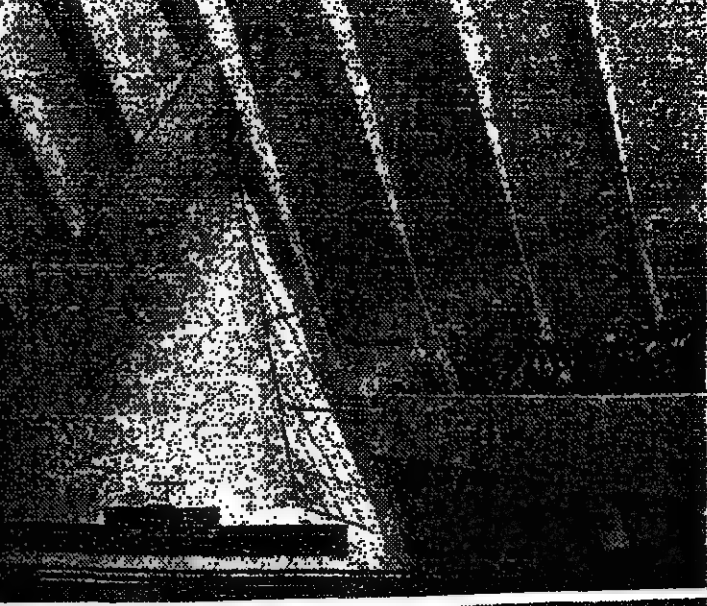
Some of his own products are good examples of this trend: he has designed a phone together with the Japanese and a new chair of his will be manufactured in Italy and, most likely, be thought to represent Italian design.

Of course there remains much that is clearly Finnish and there are many artists who pursue a fiercely independent line. Perhaps the most visible at the moment is the architect Reima Pietilä, who, together with his wife, Raili, draws houses of stunning originality. In his work the sweeping, straight lines of Aalto give way to a riot of unpredictable shapes, very few of them straight.

Like Aalto, says Professor Nurmesniemi, Pietilä is so original that he really cannot be imitated and cannot start a trend. The future of Finnish design depends simply on how many artists of vision and originality the country can produce. There is cause for optimism.

Kari Huhta

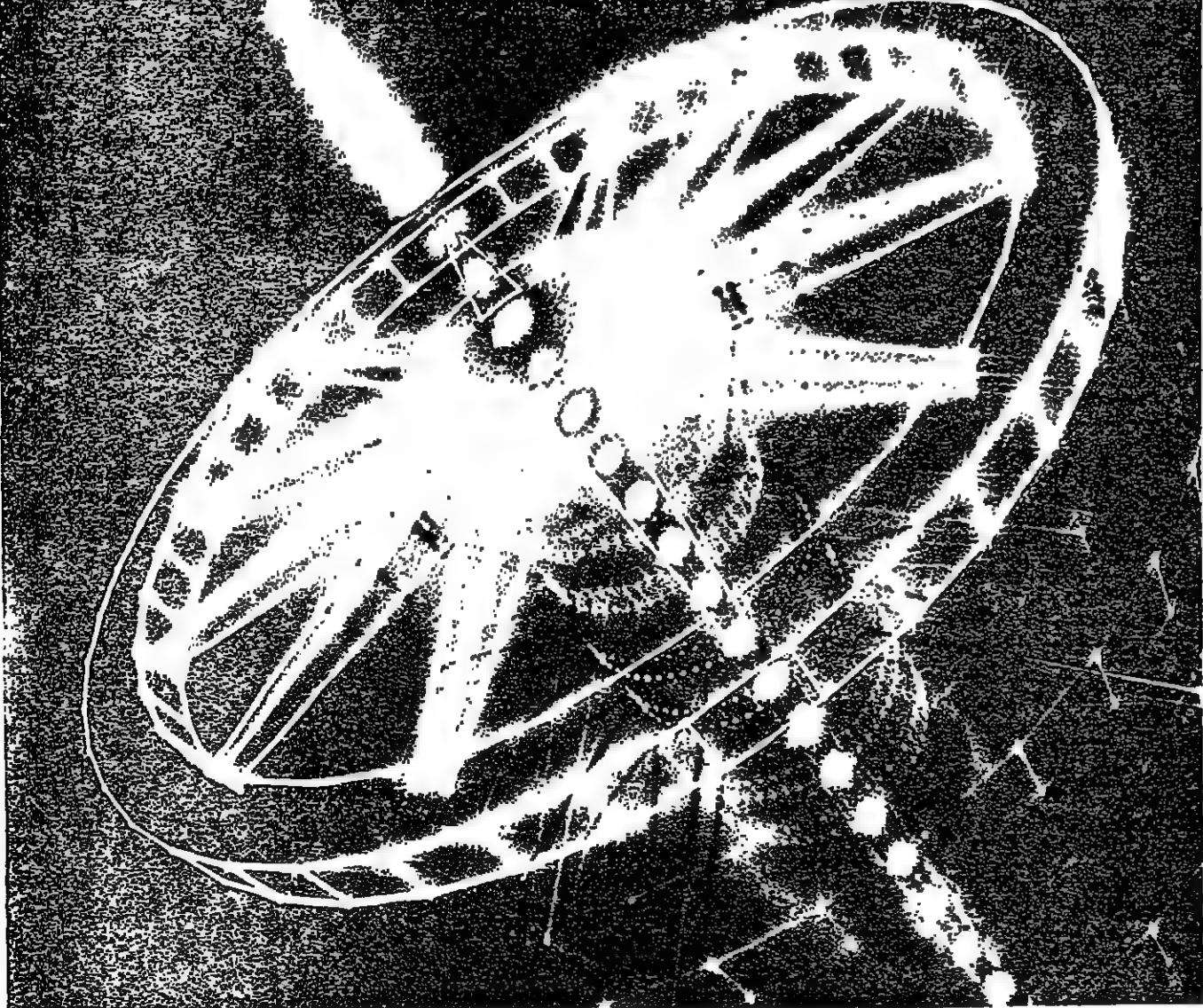
Helsingin Sanomat



Above: 1980s ski and boots for children; and Aalto's chair design for a sanatorium, 1931-32

Furniture, top, designed by Alvar Aalto, and Kaleva Church in Tampere, above, by Reima Pietilä

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POSTIPANKKI

Healthy profits from overseas links

At the height of summer in Arctic Lapland they hold the world gold-panning championships at the small village of Tankavaara, not far from Ivalo. But today you do not have to go there to make a lucky strike. It is easier to see a gleam of gold in your broker's eyes as he scans the rise and fall of Nordic equities on his video terminal.

More and more Nordic companies, including many Finnish ones such as Wärtsilä, Kone and Kemira, are being listed on international exchanges like London and New York, as well as the regional ones in Stockholm, Oslo and Copenhagen. During 1983/1984 the Nordic capital markets grew faster than any others in the world. Trading in Helsinki went up 65 per cent during that period, compared to 20 and 30 per cent respectively on Wall Street and in the City.

The activity in Helsinki has been a reflection of the rapidly growing internationalization of Finnish companies and the liberalization three years ago of the banking system, which allowed foreign banks to operate within the country.

The two oil shocks of the 1970s acted as a catalyst on Finnish export philosophy. For years Finland had relied to a great extent on trading within the Nordic region and with Britain and West Germany.

Cyclical economic depressions in the terms of trade have largely been cushioned by longstanding bilateral agreements with the Soviet Union. In return for Finnish technology and construction expertise the Soviet Union has provided most of Finland's demands for oil and natural gas.

However, the joint venture construction group Finn-Stroi, which comprises 14 private construction companies, is coming to the end of two of its massive turnkey projects for iron ore mining and forest industries in the Soviet Union. Finn-Stroi has export earnings of about £320 million a year and is turning to other parts of the world, especially South-east Asia, where it has opened an office in Djakarta.

The growing internationalization of industrial and commercial companies is now a "must" for economic survival, although those in the pulp and paper industry, the backbone of the

Investment abroad now £250 million a year

economy, have been doing it since the 1920s.

Well-established companies, including Nokia, Valmet, Kone and Rauma-Repol, have been buying into potential market areas by entering into collaboration or joint venture agreements, especially in Sweden, Britain and North America. Finnish investment abroad now totals about £250 million a year and represents about 15 per cent of annual capital investments. There are over 1,250 Finnish companies overseas.

As commercial links have expanded overseas so too have the banks. "We have had to follow the trade", explains Peter Fagerman, former deputy general manager of Kansallis-Osake-Pankki's London branch who is now running KOP's new office in New York, the first Finnish bank to establish itself there. Already there are more than 150

Finnish companies established in the US.

Earlier this year Union Bank of Finland bought out its Danish, Norwegian and Swedish partners in the American Scandinavian Banking Corporation and became the first wholly-owned Finnish bank in the US.

KOP was the first Finnish bank to open a full branch outside Finland when it started up in London in 1984. Other banks, including Postipankki, Skopbank, the Bank of Åland and Union Bank are also represented in London and other financial centres, especially in South-east Asia and the Far East.

Postipankki has also opened an office in Tokyo, where 41-year-old Annikki Saarela is one of the few women bankers in the Japanese capital.

A recent example of Finnish industrial expansion overseas has been Nokia's purchase of six electronic companies scattered throughout Europe belonging to the American company Motorola Data Sciences. Nokia has also opened a manufacturing joint venture with the US Tandy Corporation in South Korea.

Two of the biggest Finnish investments in Britain are in a new paper mill at Shotton and a century-old paintworks in Manchester. This year United Paper Mills, one of Finland's leading pulp and paper manufacturers, brought their £135 million newspaper mill at Shotton in North Wales into operation.

Kemira, the state-controlled chemical group, which is mainly in fertilizer production, has been expanding rapidly

overseas. Last year a wholly-owned subsidiary paint company, Tikkurila, gained a 55 per cent interest in Donald Macpherson, Britain's fourth largest paint manufacturer and a world leader in spray applied, multicolour coatings. The new company, Tikkurila-Macpherson, has a workforce of 3,500 and last year had a sales turnover of £171 million. Tikkurila is now planning a substantial investment programme for the new company.

The parent, Kemira, has also put a £1 million investment into new plant at L & K Fertilisers in Lincoln, which it bought in 1982.

Nordic niche in high technology

Earlier this year Kemira issued a floating rate note of \$100 million in London to finance its expanding domestic and international operations.

The increasing internationalization of Finnish companies has attracted attention in Britain, according to Thomas Hughes-Hallett, of Enskilda Securities, the London-based investment banking subsidiary of Scandinavian Enskilda Bank. He says the hi-tech expertise of so many companies gives them special interest. It is the "Nordic niche", as Mr Hughes-Hallett calls it, which is catching the eye of the fund managers who need to balance their portfolios. Often these are overweighted with the more glamorous Far East hi-tech stocks. They now face Nordic alternative from some of the trailblazing Finnish companies.

Michael Frenchman

The Kalevala is the great Finnish epic of ancient life in the far north. It tells of the heroes who fought with magic and sword against the powers of darkness. Its 50 cantos encompass stories of dangerous journeys over land and sea, boisterous rejoicing at weddings and rituals, the hunting of the bear, and the journeying with the shaman to the other world.

This year the Finns are celebrating the 150th anniversary of its first appearance in print. Its origins are thought to go back as many as 2,000 years. The work is a collection of poems, tales and fragments passed down through the strong oral tradition of the eastern Baltic.

A country doctor, Elias Lönnrot, later to become Professor of Finnish at the University of Helsinki, was the compiler of the work. He travelled in Karelia in eastern Finland, wrote down the poems and stories he heard from the folk singers and combined the material into a continuous narrative. He called it *The Kalevala*, or *Old Karelian Poems from the Ancient Times of the Finnish People*.

The publication of Lönnrot's first version of the Kalevala in 1835 did much to enhance the Finns' growing consciousness of nationhood. Finland had ceased to be part of the kingdom of Sweden and had become an autonomous grand duchy under

The legends that live on to inspire a whole culture

the Russian Tsar. Its new ruler, Alexander I, had said Finland now had the status of a nation among Europe's other nations.

The Finnish Literature Society, then only a few years old, supported Lönnrot and praised him for "rescuing the Finns' oldest monuments". It was felt that he was not merely publishing a collection of relics from the past but was revealing a national epic born before the dawn of history and preserved in the minds of men. The Kalevala thus became the focal point of Finnish culture and has remained so to this day.

Shelley wrote a number of works inspired by the Kalevala. Among them are the Finnish Literature Society, then only a few years old, supported Lönnrot and praised him for "rescuing the Finns' oldest monuments". It was felt that he was not merely publishing a collection of relics from the past but was revealing a national epic born before the dawn of history and preserved in the minds of men. The Kalevala thus became the focal point of Finnish culture and has remained so to this day.

Many of the paintings of Aleksis Gallen-Kallela, the driving force in Finnish art in the late 19th century, illustrate stories from the Kalevala.

After a decade or more without any English version of the Kalevala in print, W. F. Kirby's 1907 translation has been republished by the Athlone press. Keith Bosley, the English poet, is making a new translation for Oxford University Press which will appear towards the end of the decade.

Among celebrations for the Kalevala anniversary in Britain are:

• "A tour of Finland", exhibition of Finnish folk costume, Museum of Mankind, London.

• "How the Kalevala was born", exhibition of photographs, books and documents. December 2-20, School of Slavonic and East European Studies, London University.

• Concerts by the Tapiola Choir in London (December 9), Swansea (December 10) and Edinburgh (December 11). Programme includes Marjatta, an old Finnish legend inspired by the Kalevala.

Kathleen Frenchman

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SPECIAL REPORT

FINLAND/3

Unions at the economic crossroads

Finland's highly successful economy is approaching a crossroads: new wage and price agreements must be reached before the spring and the signs are ominous. Despite economic advances, some trade unions have grown restless and are demanding more room to manoeuvre than the tight centralized agreements have so far allowed.

The wage and price agreements have been a cornerstone of Finland's achievement, which has matched only by Japan among OECD countries. The growth rate has remained at a steady three per cent, unemployment is under six per cent, and inflation is falling towards five per cent.

Finland is also one of the few countries which has been able to create new jobs, 40,000 last year, roughly a third of the number of unemployed.

Most economic indicators show that growth will continue at the annual rate of three per cent, but some important areas of the economy are heading for trouble. Recession has already hit sawmills and pulp production, and now the important paper industry sees problems on the horizon. Metal industries will face difficulties at the end of 1986.

Exports to the West are falling, as is the level of investment, and trade with socialist countries has stagnated. There is no hope that exports will reach last year's growth of 10 per cent. Latest estimates speak of between three and four per cent.

This will severely test the government's economic policies and, especially, its ability to avoid serious difficulties created by business cycles, an ability praised in the OECD report on Finland published in May. Finland's economic per-



Even keel: Shipbuilding has survived the industry doldrums

formance during the last five years had been strikingly successful compared with that after the first oil shock, and was even more impressive when viewed in relation to the OECD as a whole, the report said.

It can be argued that economic policy has played a vital role in this achievement, in particular the introduction in

1977 of a medium-term stabilization programme, which incorporated a reorientation of fiscal policy strategy to span the business cycle.

"A judicious combination of supply and demand management appears to have resulted in Finland's being successful in the conduct of counter-cyclical policy, despite increased openness to shocks emanating from international financial markets", the OECD report said.

The present situation puts this ability to master cyclical variations to the test. On the one hand the government

should reflate but on the other it should beware of overheating.

Taking this into account, the government introduced a neutral budget for 1986. Previous budgets have been restrictive, but now the push and pull effects have been allowed to neutralize each other. The government has supported growth by increasing public expenditure in real terms by 1.5 per cent and easing the income tax burden by roughly three billion Finnish marks (£375 million). In addition, corporation tax will be eased slightly in 1986, prior to a major reorganization of the whole corporation tax system.

It is widely admitted that these steps alone will not be enough to solve the problem, because both monetary and income policies are playing an increasingly important role. The former is not expected to prevent problems, because the Bank of Finland has always been a strong bastion of sound thinking.

The great unknown is wages and incomes policy. If next year's agreements are not

moderate the country will rapidly face difficulties; moderation has been a basic element of economic stabilization after the difficult 1970s.

In practice this means that next year's margin for wage increases is six per cent. This will be difficult to achieve, because it would leave only a two per cent rise in real earnings if the government succeeds in its plan to keep inflation at four per cent.

Some white collar unions, which have grown more and more aggressive during the last decade, claim that present wages do not reflect the importance of, for instance, computer work, and demand extensive changes in their wage structure.

A buoyant medium-term outlook is to be found in a report published recently by the Ministry of Finance. Between 1985 and 1990 unemployment will fall to under five per cent. Gross national product growth will remain at around three per cent, the tax burden will fall to the 1984 level, per capita private consumption will rise

by 10 per cent and exports will continue to grow rapidly, it says.

The ministry also defines the factors that could make this optimism appear unrealistic: export growth is partly dependent on the international situation, high-technology industries grow more slowly than predicted, industries may counter growing difficulties in finding well-trained workers and Finnish investment overseas may slow.

Keeping unemployment under five per cent means that 80,000 new jobs must be

created, an attainable goal if one looks at present trends. There are no indications that gap growth of three per cent is unrealistic. Achieving this would mean that gap will be 50 per cent higher in 1990 than in 1977.

The finance ministry's strategy is based on export-led growth, and the crucial years will be 1986 and 1987, because it is estimated that a new upward cycle will begin in 1988. The government will have to take a number of stimulative measures, from lowering taxes to finding ways to increase trade with the Soviet Union, whose share is falling due to the fact that it is barrier trade, and Finns do not find enough to buy from the Soviet Union now that the price of oil is falling.

There is guarded optimism as regards the continued growth of exports. The usually reticent monthly bulletin of the Bank of Finland says that during the past few years Finland's foreign trade performance has been influenced more by demand and non-price factors than by price competitiveness. If the gradual deterioration in cost competitiveness cannot be halted in the near future, there is a risk that cost factors may start to have a detrimental effect on export performance just when markets are expected to weaken.

Economic success has had one curious consequence: the strengthening of some monopolistic or semi-monopolistic tendencies, which are always present in a small economy like Finland's. The country's monopoly legislation is very weak. Last year the government eased the long-standing system of price controls to encourage competitive forces, but the results have proved disappointing.

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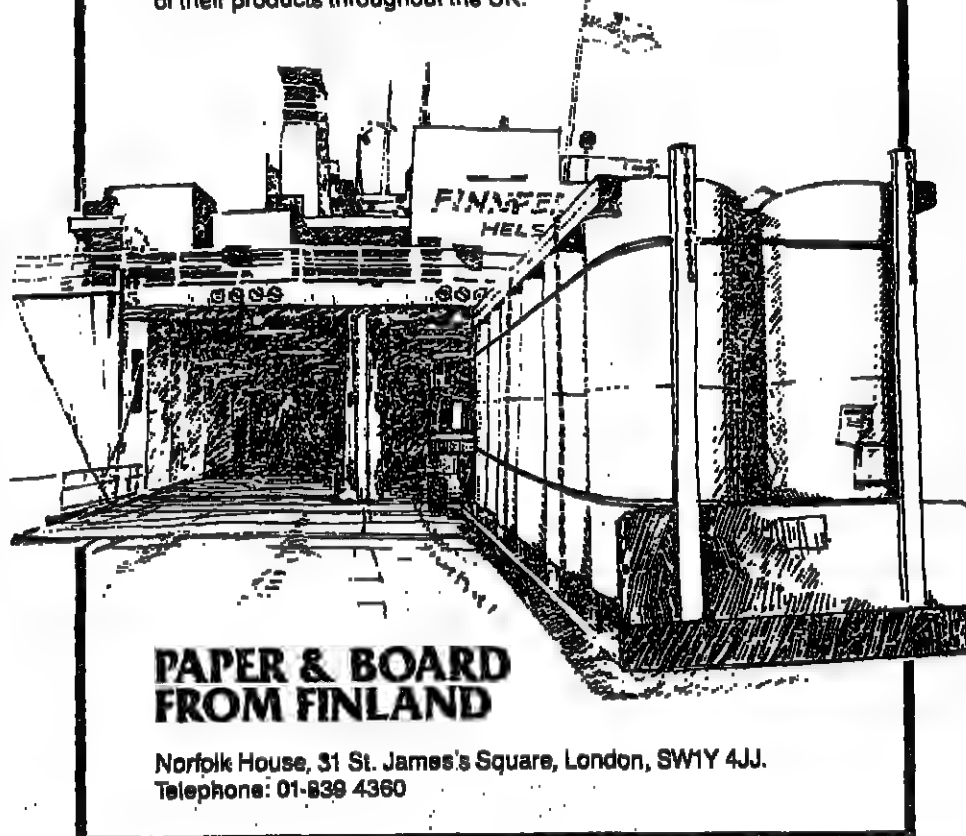
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TRADE, BY COUNTRIES

(millions of Finnish marks) Jan-July 1985*

Area and country	Exports %	Imports %
OECD countries in Europe	55.9	27.827
Britain	10.7	5.333
Denmark	3.8	1.838
France	4.2	2.068
West Germany	9.1	4.520
Netherlands	3.2	1.612
Norway	4.1	2.058
Sweden	12.8	5.256
OECD countries outside Europe	10.5	5.200
Japan	1.8	7.90
United States	6.5	3.227
Commonwealth countries	23.5	11.888
Soviet Union	21.5	10.876
Latin America	1.7	843
Other	8.4	4.174
and Total	100.0	48.732

TRADE, BY MAIN PRODUCT GROUPS

(millions of Finnish marks)*

	Exports	Imports
Agri. and other primary products	1,403	7,742
Wood and wood products	2,036	5,852
Paper and paper products	1,676	5,278
Metal, engineering and other products	1,723	5,944
Other goods	2,865	7,146
Raw materials and intermediate goods	1,988	4,062
Fuels and minerals	1,912	3,985
Finished goods	15,215	12,858
Investment goods	13,857	14,849
Consumer goods	27,028	14,894
Other goods	2,833	2,994
and Total	38,622	40,888

* Preliminary figures
Source: Central Statistical Office, Helsinki

Leaders at calling up hi-tech

Innovation has been one of the factors which have enabled many Finnish engineering and electronic companies to stay ahead of competition from larger Western European countries. Valmet, the state-owned engineering group, has developed all kinds of microprocessor controls for use in the pulp and paper industry, where it holds more than 20 patents. It is also helping to build the world's first all-plastic business jet.

Nokia, the electrical engineering group, has developed a successful mobile radio phone, and is one of the few European companies to have looked at applications for the US Defense

Department's highly secure ADA language software for computers. The company also produces a range of its own design personal computers, which are marketed by the Canadian-based company Northern Telecom. It is also into optic fibres, robotics and automation systems, information services (it was an early pioneer of videodata), power cables and switching gear and it manufactures digital equipment for telecommunications worldwide.

However, its current claim to fame, especially in Britain, is perhaps its pioneering achievement in mobile radio telephone

communications.

The Nordic countries have one of the most technically advanced radio-phone systems. It is possible to call anywhere in the world using the NMT (Nordic Mobile Telephone) cellular radio system, a radio telephone network which uses a number of small base stations which "hand" the signal on from one defined area, or cell, to another.

Mobira, a wholly-owned subsidiary of the Nokia group which now employs 27,700 people, has been developing communications systems for some years. The rapid demand for improved mobile car phones

has opened up many markets for what was once regarded as something of a luxury. Mobira, which has established its British headquarters at Cambridge, claims to have 27 per cent of the UK mobile cellular phone market.

The car phone comes in a number of versions. One includes the "Talkman", which is a self-contained unit with its own battery pack and weighs under 5kg. It can be placed in the car or removed to home, office - or boat - and still keep the subscriber in constant contact with the world's main telephone systems.

Diversification has also been a key factor for Finnish companies. A prime example is Outokumpu, whose flash smelting technology has given the company a world lead. In addition, the company has spent 15 years developing highly complex electronic equipment for metallurgical analysis.

Another company, Lohja, which started off in construction material, now has a rapidly expanding electronics division specializing in high-tech elec-

Think tank is envy of neighbours

tronics illuminated display systems - electroluminescence. Lohja believes its research may lead to the replacement of conventional cathode ray tube display-type terminals.

One of the oldest and first companies to venture into electronics was Vaisala, which supplies more than half the world's airport meteorological systems. Back in the 1920s Professor T. Vaisala, founder of the company, invented one of the first radio sondes, a device attached to a balloon which monitors the upper atmosphere. Last year the company had net sales of more than £20 million, of which 97 per cent was earned from exports.

The heart of much of Finland's innovation is to be found in the VTT - the national technical centre on the outskirts of Helsinki. This is the country's major science "think tank". There research groups look at everything from energy conservation and management to ice-breaking technology and NMR, nuclear magnetic resonance imaging.

The VTT is one of the major brain banks in the Nordic world, an institution envied by Finland's economically larger neighbours. It is only by probing many different areas and developing what are often very special technological skills that Finland has been able to carve itself a hi-tech niche in an ever-more competitive world.

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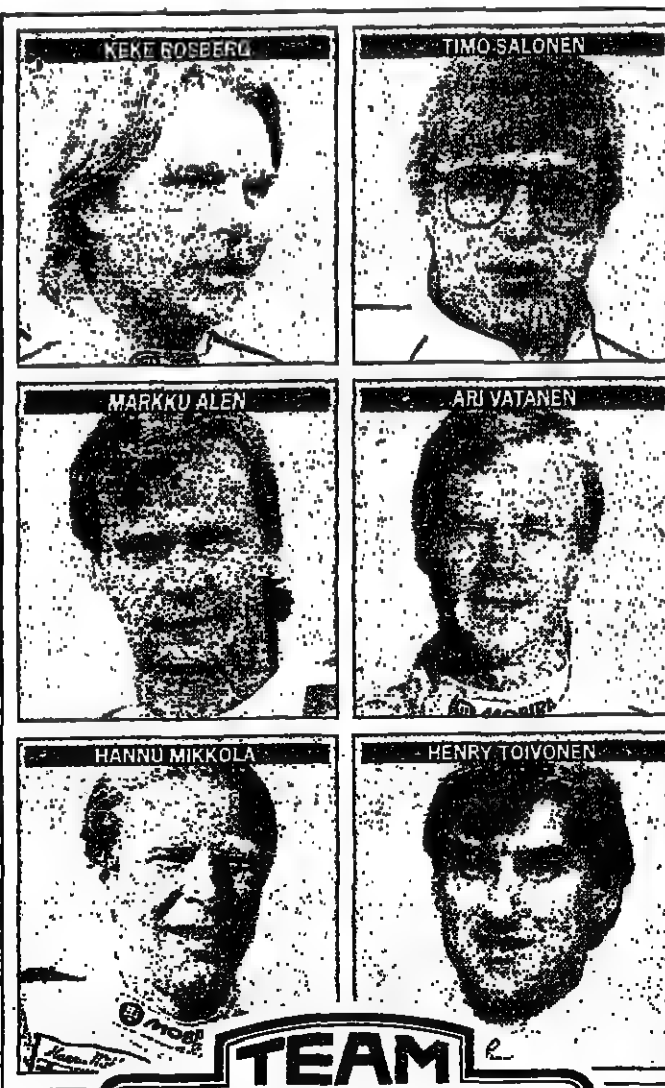
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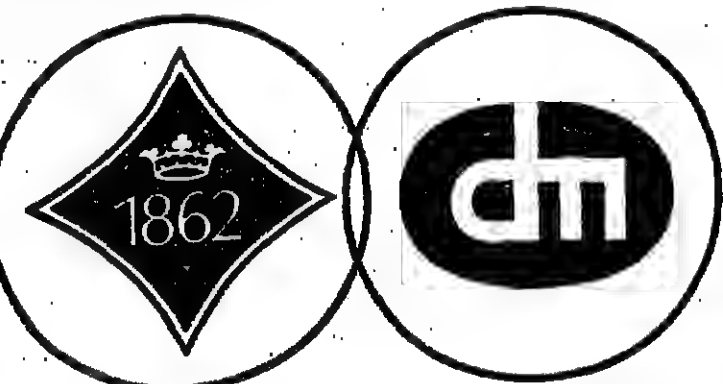
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FOOTBALL: THREAT OF BREAKAWAY LEAGUE REMAINS NORTH OF THE BORDER

Big clubs beaten in vote over live television coverage

Football could be back on television screens in Scotland by this weekend after a meeting in Glasgow yesterday at which 38 of the 42 clubs voted to implement rule changes in the League constitution, including an increase in live television coverage.

That was enough to give the Scottish League the necessary two-thirds majority to defeat the dissenting clubs, including Aberdeen, Celtic, Rangers, Hibernian, Heart of Midlothian and Motherwell, who are opposed to more live football.

The League secretary, Jim Farry, said he expected all clubs to abide by the changes but several were unhappy at the outcome of the vote. Ian Donald, the Aberdeen director, whose club favour a breakaway national league rather than submit to the rule changes, said: "We will have to reconsider our position. This vote makes us more determined than ever. Something has to be done."

Under the new rules, the League are empowered to dictate which games will be televised live. Whether or not the clubs want it. But Wallace Mercer, the Hearts chairman, said: "The vote went against us but at least 11 were on our side. It is disappointing and we are still not happy with live television. Whether we allow the cameras into the grounds is another matter."

Farry said that the possibility of a breakaway did not worry the League management committee. "I would now expect normal service to be resumed as soon as possible, ideally as early as this weekend," Farry said. "I expect to be instructed by the management committee to reopen negotiations with the television companies now that we have the necessary powers."

Despite the angry noises made by the clubs which say they will not budge on their principles, the League clearly believe that fears of a breakaway league are receding. Farry added: "Failure by clubs to allow cameras into grounds would make them in breach of the rules and that would be a very serious matter. Presumably they are aware of the consequences and I would expect them to honour this agreement."

The Government wants to see greater use of English football grounds in an attempt to reduce crowd violence. Dick Tracey, the Minister for Sport, said last night: "I have asked the Football League and the Scottish Football Association to consider community use of their facilities."

"A better link with the family is one of the major ways in which hooliganism can be reduced. The usage of many grounds is low and for all our sakes we need to increase this where possible."

Mr Tracey was speaking at the Central Council of Physical Recreation annual conference in Bournemouth.



Bonds: awaiting the outcome of an operation next Monday

Arsenal to replace undersoil heating

Arsenal's long tradition of staging matches even during the deepest of frosts has come to an end, at least temporarily.

Highbury's undersoil heating needs replacing and the search is on for a new system, which will be installed next summer at a cost of around £50,000. "There will not even be a chance of us playing if we have another cold spell like the one last season," Arsenal manager Don Howe, said. "We have already tried out heating this season and it just does not work any more. But it has been in for at least 15 years and has served us well."

If the temperature had been a few degrees lower, Tuesday night's goalless draw with Southampton would have been a different story. The match was ruined as a spectacle by the snow, which fell steadily throughout.

Neither side did much to suggest they were capable of breaking the deadlock. Arsenal's one real chance went begging when Woodcock managed to shoot over the crossbar from three yards. Southampton were on the attack for most of the game and, although Armstrong had a goal disallowed, they were happy to settle for a replay at the Dell next Tuesday.

Southampton's manager, Chris Nichol, said: "Arsenal had a lot of the game, far more than we would have liked, but they didn't hurt us too badly. Woodcock's miss was our bit of good luck. 'You can't make excuses about the conditions. It was a night when half-chances had to be taken, and we didn't do that'."

Southampton's Scottish international forward, Jordan, who has been out for some time with a knee injury, scored in a reserve match against Crystal Palace on Tuesday and might be available for the return.

Nottingham Forest must return to Loftus Road next Monday to play their fourth-round tie against Queen's Park Rangers, which was postponed because of floodlight failure. Five minutes before the game should have started two floodlights failed and when the London Electricity Board could not restore power within 45 minutes, the referee, Mike James, called off the game.

James said: "The LEB engineer said it was a major job and there was no way he could get the lights back on in the second round of the FA Cup next month. Myself, I was not sure of an hour was long enough to wait."

It was a poor reward for 13,000 supporters who shivered in a snowstorm for nearly an hour in the hope of seeing some football. They were issued with vouchers for the rearranged fixture.

Tranmere Rovers, of the fourth division, will be looking for another third division scalp when they face Brentford in the second round of the FA Cup next month. Brentford's goal of the season, which beat Chesterfield 1-0 in Tuesday night's replay, provided the only unexpected result of the evening.

Tranmere trailed 2-0 at home in the first game on Saturday, clinched victory when Aschroft nodded back a Worthington corner and Muir headed home in the seventy-fifth minute.

Brentford were soon ended in most of the other replays. York City scored twice in the first 10 minutes to put out Morecambe. Orient scored three before the break as they beat V.S. Rugby 4-1 and Wrexham scored twice in the first half-hour at Darford. Two goals by a teenager, Walsh, helped Torquay United to defeat Walsley 2-0.

Two non-league teams earned themselves second-round games away to fourth division opponents. Slough, 2-2 winners against Aylesbury, visit Orient, and Frickley, who lost 1-0 to Rotherham, travel to Harrogate United.

Toe injury has Bonds 'shattered'

The future of Billy Bonds, the former West Ham defender, may depend on the outcome of a toe operation on Monday.

Bonds, who holds the record for appearances at the club, has not played since he injured his left foot in a game against Tottenham on a broken little toe of his left foot.

Bonds, aged 39, played eight matches last winter with the injury, but the operation was not successful because of a bone infection. He said: "It is shattering after all this time to have to have the operation repeated. Not long ago the view was that the only way I could have the toe amputated. I was not happy about that, but, if it meant the difference between playing on or packing up, I would have had it done."

"I wish I had never had anything done to it at all and just gone on playing with the injury, as I did at the end of last season. But, obviously, I have to think of later years in life. After playing well last season, I really hoped to get a few more games in this year, but I might be pushed to do that now because the side is playing so well."

A specialist will now try to remove the infected bone instead of amputating the toe, but it could well be the New Year before Bonds can start training again.

Eamon O'Keefe, of Blackpool, the third division's leading scorer with 14 goals, is to undergo cartilage operation tomorrow. He has missed the last five games and could be out of action for another 12 weeks.

Stacey North, aged 20, has joined Wolverhampton Wanderers on a month's loan from Luton Town, and will make his first appearance against Gillingham on Saturday. North played in eight first division matches for Luton before they bought Steve Foster last season. He has been out for eight months of this year with a dislocated hip and has not been in the Luton first team this season.

Alex Weinrich, the Danish-born managing director of two mining and drilling equipment suppliers, has been appointed a director of Chesterfield. He has been connected with the third division side since becoming the first chairman of its executive two years ago.

The Football League have appointed Mr John Goggins, aged 55, a former headmaster, in Manchester. Goggins, who was a referee, has joined the League after seven years as secretary of the Association of Football League Referees and Linemen. He will be responsible for the appointment of referees, linemen and assessors and for the direction and co-ordination of policy.

Paris blacked out

(Agencies) - Bordeaux beat Breton 4-0 on Tuesday night to move to within four points of the unbeaten French League leaders, Paris Saint-Germain, who suffered a power failure in the dying minutes at Lille.

Alain Giresse put Bordeaux on the road to another home victory with a superb volley into the far corner of the net in the eighth minute. Uwe Reinders took his tally for the season to 12 goals with a header in the 70th minute and an 18-year-old debutant, Alain Roche, completed the rout in the final minute.

Paris-Saint-Germain dominated the first half at Lille, taking the lead a minute before half-time through their international striker, Dominique Rocheteau. He scored their way in the second half. Stephane Plaque qualified for the home side in the 71st minute but a power cut brought play to halt with only six minutes left. The national championship will decide today whether the result should stand.

Julius Bocande, a Senegalese international, scored three goals in the second half to lead Metz to a 4-1 win over Rennes and Jean Reinders at the top of the scorers' list.

Rudi Voller returned to action after six weeks' inaction with injury by scoring a goal and leading Verder Bremen to a 2-1 away victory over Borussia Monchengladbach in the West German league's match of the day yesterday.

Though the late extended Bremen's lead over Borussia to three points, they were disappointed 38,000 spectators up until half-time. Then Voller, expected to spearhead West Germany's forward line at the World Cup in Mexico next year, scored the winning goal in the 62nd minute to give Bremen a deserved lead.

Four minutes later Manfred Burgsmüller, who joined Bremen from second division Oberhausen, made it 2-0. Gladbach's consolation came when Wilfried Hannes converted a penalty in the 84th minute.

Paris-Saint-Germain survived a furious offensive by Bayer Leverkusen in the second half to clinch a 2-1 win eight minutes from time with a goal by Norbert Eder. Another player, Rudi Voller, who has been out of action since a long absence with a goal.

Tony Towner, the Charlton Athletic manager, has his contract cancelled by mutual consent. Towner, aged 29, cost Charlton £15,000 when they signed him a year ago from Wolves and played in 26 League games for them.

Canadian in search of world figure skating title

London (Reuters) - Brian Orser, of Canada, may lose a little more of his destiny over whether it is his destiny over to become the world figure skating champion.

It is an honour that was expected to pass to him earlier this year, after the defection of the American Scott Hamilton to the professional ranks following his Olympic and world triumphs of 1984.

But his health and Alexander Fadeyev, the Soviet Union skater, conspired to prevent Orser's succession to the throne, and he failed to improve on the second place he took behind Hamilton the previous year.

He tackled Fadeyev in Kobe, Japan, again this week in a big international, and his competitive future hangs on how he does against the Soviet skater there and at next year's world championship in Geneva.

Orser, aged 23, will probably decide after Geneva whether or not to go on to the 1988 Olympics in Calgary in his native country. "It will depend on how I feel inside," he said after winning the London international a few weeks ago. "I'll know after the five skating in Geneva whether I want to go on."

Orser knows he must not allow Fadeyev to become a threat, the entrenched at the top, though the real test will not come until Geneva, and he also knows the little Russian can still be overhauled.

"Just because he won the world title this year does not mean he's set to win it every time right up to the next Olympics. Heading up to 1988 there were a number of different world champions," Orser recalled.

Orser had mixed feelings about not battling Fadeyev for this year's world title in Tokyo. "I was not pleased with the outcome because I hoped to leave Japan as world champion."

"Two days before we left Canada I learned I had pneumonia. There was no thought of pulling out, but I was in bed, doing lung therapy and sleeping with my head below my feet trying to get rid of it."

Orser did not come off the drugs before the event or he would have failed the doping test. People thought I'd be disappointed to place second, but under the circumstances I was quite pleased," he said.

Orser, who is coached by Doug Leigh in Orillia, Ontario, near Toronto, is most famous for his execution of the difficult triple axel jump, 3½ rotations in the air from a forward take-off. In 1983 he became the second man to bring it off in competition and his effort was much better than his compatriot Verna Taylor's historic achievement in 1978.

Whiteside signs up

Manchester United's Northern Ireland international, Norman Whiteside, has signed a five-year contract worth around £300,000. The goalkeeper, Gary Bailey, and the full-back, Arthur Albiston, are both close to agreeing long-term deals as part of United's efforts to keep their successful squad together. The midfield man, Remi Moses, who is at present out injured, is now the only first team player not ready to sign a new contract.

Whiteside: £300,000 contract with United

Whiteside: £300,000 contract with United

Orser puts pressure on Russian

Orser puts pressure on Russian

SNOKER

Drago given painful lesson by Davis

Steve Davis, Alex Higgins and Dennis Taylor marched towards the last 16 of the Coral UK championship at Preston yesterday, establishing commanding second-round leads. Davis, the defending champion, was in masterful mood as he dished out a painful 7-1 lesson to the Maltese youngster Tony Drago to put himself two frames away from a third-round match with Tony Meo. Davis rolled in breaks of 83, 127 and 76 to lead, despite three half-centuries by Drago.

Higgins, last year's beaten finalist, took no chances with the veteran, Fred Davis, and piled on the pressure to lead 7-1 after the first session. The fiery Irishman was rarely in trouble and managed a break of 68 as he coasted towards a third-round match with Jimmy White.

Taylor was also in top form, shattering the hopes of Graham Crispey, who found himself 6-2 down. Taylor took three half-centuries to build up a 6-1 lead by Crispey took the last frame of the session.

Cliff Thorburn needed a break of 128 to shrug off John Parrott to earn a 5-3 lead at the end of the first session.

SECOND ROUND: S Davis leads A Drago 7-1; A Higgins leads F Davis 7-1; D Taylor leads G Crispey 6-2; C Thorburn leads J Parrott 6-1; N Foulds leads J Johnson 5-3; R Williams leads P Bevan 5-2; S Nicks leads D Grimes 5-1; D Grimes leads D Grimes 5-1.

ATHLETICS

'Runner's knee' is no laughing matter for frustrated Cram

By Pat Butcher

Runner's knee sounds as much of a joke as tennis elbow, or even writer's cramp, but given its proper name of Ilio-Tibial Tract Friction Syndrome it is serious. It is to Steve Cram, for it is likely to keep him out of competition until Christmas.

"Another one for the collection," Cram said yesterday, with the resignation of a man who saw his Olympic gold medal hopes disappear on the physiotherapist's table last year and an early finish to this year's record-breaking season with some other syndrome.

"I'd only been back in training two weeks when I got it three weeks ago. I just woke up one morning with a sore knee. I've never had it before. The funny thing is I can do 180 metre sprints on it if I walk back. But that's not the sort of training I really need to be doing at this time of the year."

Cram still hopes that the injury will be healed sufficiently for him to get in enough training to compete in the Saltire 10km road race on December 22, a competition which will require, even of Cram, an advanced state of fitness to stop Mike McLeod recording his twelfth consecutive victory in the race.

Cram then hopes to run cross-country after Christmas, with a strong possibility of taking part in the English National Cross-Country Championship, as it is to be held on March 1 in Newcastle, only three miles from his home. He said, however, that any thought of running in the World Cross-Country Championships in Switzerland three weeks later, a race which his record-breaking rival, Said Aouita, intends to run, is out of the question.

However, the runner's knee will not prevent Cram from playing football. He held a Press conference in Newcastle yesterday to announce his participation along with Scotland's Dale Thompson in an athletics' team to play against the media in the Aneurin Chetty Challenge on December 1.



Cram: resting

TENNIS

Soviet beats Durie as four seeds fall

Sydney (AP) - Four seeds crashed out of the New South Wales Open women's championships here yesterday. Cateria Lindqvist of Sweden (No 8), Kathy Jordan, of United States (No 9), Daria Petrova of Britain (No 11) and Pascale Paradis, of France (No 12) lost in second-round matches.

Lindqvist, ranked fourteenth in the world, was beaten 6-4, 6-0 with surprising ease by Janine Thompson, an Australian teenager who barely makes the top 100. Jordan slipped on the grass court and was forced to retire when she was losing 1-6, 1-5 to Ros Fairbank, of South Africa.

Durie, who won this tournament two years ago, went down 6-3, 6-3 to Svetlana Chernova, of the Soviet Union. Petrova was ousted out by Belinda Cordwell, of New Zealand, in a tight three-setter.

Martina Navratilova, the champion and winner of last week's Brisbane event, cruised into the third round with a 6-2, 6-1 win over Belinda Cordwell, of New Zealand, in a tight three-setter.

PERTH: Stefan Edberg, the Swedish defending champion, suffering from influenza and jet lag, was bundled out of the first round of the Western Australian Open tournament here yesterday. Belgian Thierry Tournay, a little-known Australian, was almost apologetic after the match.

BOBSLEIGH

E German retains advantage

Winterberg, West Germany (Reuters) - Delfe Richter won the opening World Cup four-man bobsleigh race of the season yesterday to complete an East German double. The East German duo, Hans Hiltbrand and Wolfgang Hoppe, had already won the first two-man event here in the Sauerland mountains.

Richter managed to hang on to his overnight lead after a strong challenge by the Swiss veteran, Hans Hiltbrand. Hiltbrand, aged 40, cut back Richter's lead from 0.3 to 0.10 of a second in the final two runs. Richter's final time for the four runs was 3min 39.96sec.

Hoppe finished third, while the American, Matt Roy, and the Austrian, Peter Kienast, broke up the Swiss-East German monopoly to claim fourth and fifth places. The highly promising Roy clocked the best time of the day, completing the opening run in 54.93sec.

The Soviet team, who had gained ground since their now illegal "hammerhead" bobs in the previous two years, were never in the reckoning. Their top driver, Yury Nijura, withdrew because of starting problems and neither of other teams finished in the first 15.

IN BRIEF

SQUASH RACKETS: Lucy Souther, the new British women's champion, will be given a chance to prove herself against the world's best in the British under-23 open championship at Marlow from January 18 to 24. The No 1, Susan Devoy, from New Zealand, will be in the field.

EQUESTRIANISM: Next year's Bramham three-day event from May 29 to June 1 will be sponsored by the Carphone Group. The show incorporates the national advanced three-day event and the British young riders' championship. Carphone will also sponsor the Frimley horse trials on July 26 and 27.

RUGBY: EAGLES: Oldham have transferred their former captain, Alan Taylor, at £5,000 at his own request.

Further Refuge for LTA

By Rex Bellamy, Tennis Correspondent

The Refuge Assurance Company have renewed their sponsorship of Britain's national championships for one year, with an option for a further year. The championships were inaugurated in 1983 under a three-year agreement between Refuge and the Lawn Tennis Association. The annual festival at Telford, in September or October, has become firmly established and in most respects has been highly successful.

Refuge have been satisfied with everything except the limited nature of the tournament's exposure on Channel 4, where the champion-

BASKETBALL

UNITED STATES: National Association (NBA) - Boston Celtics 104, Los Angeles Lakers 101; Chicago Bulls 111, Detroit Pistons 114; Dallas Mavericks 123, Houston Rockets 113; Sacramento Kings 100, San Antonio Spurs 97; Utah Jazz 102, Portland Trail Blazers 102.

FOOTBALL

SOVIET LEAGUE: Torpedo Kuznetsov 4, Mestral 2; Dynamo Tbilisi 2, Dinamo Kiev 1; Arsenal Yerevan 1, Dinamo Moscow 1; Nakhchivan 0, Shakhryor Donetsk 0; Chernomorsk Odessa 3, Torpedo Moscow 1; Zvezda Leningrad 2, Zvezda Vostochny 1; Dinamo Dnepropetrovsk 4, Krasnodar 0; Spartak Moscow 3, Dynamo Minsk 0.

VOLLEYBALL

TOKYO: Women's World Cup. Cuba 3, Tunisia 2; USSR 3, Korea 2; Peru 3, Brazil 2; China 3, Japan 3-0.

CYCLING

GENÈVE: Grand Prix de la Ville de Genève. 1. M. Vautour (F), 2. D. Wiggins (GB), 3. R. P. (F), 4. D. (F), 5. T. (F), 6. D. (F), 7. R. (F), 8. D. (F), 9. R. (F), 10. D. (F), 11. R. (F), 12. D. (F), 13. R. (F), 14. D. (F), 15. R. (F), 16. D. (F), 17. R. (F), 18. D. (F), 19. R. (F), 20. D. (F), 21. R. (F), 22. D. (F), 23. R. (F), 24. D. (F), 25. R. (F), 26. D. (F), 27. R. (F), 28. D. (F), 29. R. (F), 30. D. (F), 31. R. (F), 32. D. (F), 33. R. (F), 34. D. (F), 35. R. (F), 36. D. (F), 37. R. (F), 38. D. (F), 39. R. (F), 40. D. (F), 41. R. (F), 42. D. (F), 43. R. (F), 44. D. (F), 45. R. (F), 46. D. (F), 47. R. (F), 48. D. (F), 49. R. (F), 50. D. (F), 51. R. (F), 52. D. (F), 53. R. (F), 54. D. (F), 55. R. (F), 56. D. (F), 57. R. (F), 58. D. (F), 59. R. (F), 60. D. (F), 61. R. (F), 62. D. (F), 63. R. (F), 64. D. (F), 65. R. (F), 66. D. (F), 67. R. (F), 68. D. (F), 69. R. (F), 70. D. (F), 71. R. (F), 72. D. (F), 73. R. (F), 74. D. (F), 75. R. (F), 76. D. (F), 77. R. (F), 78. D. (F), 79. R. (F), 80. D. (F), 81. R. (F), 82. D. (F), 83. R. (F), 84. D. (F), 85. R. (F), 86. D. (F), 87. R. (F), 88. D. (F), 89. R. (F), 90. D. (F), 91. R. (F), 92. D. (F), 93. R. (F), 94. D. (F), 95. R. (F), 96. D. (F), 97. R. (F), 98. D. (F), 99. R. (F), 100. D. (F).

FOOTBALL COMBINATIONS

CHATEAU: Cambridge 1, U of London 0.

ICE HOCKEY

NORTH AMERICA: Montreal Canadiens 1, St. Louis Blues 0; Philadelphia Flyers 2, Buffalo Sabres 1; Hartford Whalers 2, Washington Capitals 1; Pittsburgh Penguins 3, Vancouver Canucks 2; Detroit Red Wings 2, New York Islanders 1; Los Angeles Kings 3, New Jersey Devils 0.

RUGBY UNION

TOUR MATCH: British Police 8, New Zealand Combined Services 80.

BOBSLEIGHING

WINTERBERG: World Cup four-man race. 1. R. (F), 2. D. (F), 3. R. (F), 4. D. (F), 5. R. (F), 6. D. (F), 7. R. (F), 8. D. (F), 9. R. (F), 10. D. (F), 11. R. (F), 12. D. (F), 13. R. (F), 14. D. (F), 15. R. (F), 16. D. (F), 17. R. (F), 18. D. (F), 19. R. (F), 20. D. (F), 21. R. (F), 22. D. (F), 23. R. (F), 24. D. (F), 25. R. (F), 26. D. (F), 27. R. (F), 28. D. (F), 29. R. (F), 30. D. (F), 31. R. (F), 32. D. (F), 33. R. (F), 34. D. (F), 35. R. (F), 36. D. (F), 37. R. (F), 38. D. (F), 39. R. (F), 40. D. (F), 41. R. (F), 42. D. (F), 43. R. (F), 44. D. (F), 45. R. (F), 46. D. (F), 47. R. (F), 48. D. (F), 49. R. (F), 50. D. (F), 51. R. (F), 52. D. (F), 53. R. (F), 54. D. (F), 55. R. (F), 56. D. (F), 57. R. (F), 58. D. (F), 59. R. (F), 60. D. (F), 61. R. (F), 62. D. (F), 63. R. (F), 64. D. (F), 65. R. (F), 66. D. (F), 67. R. (F), 68. D. (F), 69. R. (F), 70. D. (F), 71. R. (F), 72. D. (F), 73. R. (F), 74. D. (F), 75. R. (F), 76. D. (F), 77. R. (F), 78. D. (F), 79. R. (F), 80. D. (F), 81. R. (F), 82. D. (F), 83. R. (F), 84. D. (F), 85. R. (F), 86. D. (F), 87. R. (F), 88. D. (F), 89. R. (F), 90. D. (F), 91. R. (F), 92. D. (F), 93. R. (F), 94. D. (F), 95. R. (F), 96. D. (F), 97. R. (F), 98. D. (F), 99. R. (F), 100. D. (F).

HOCCY

POZZA EXPRESS: London University 4, Cambridge University 1.

RACKETS

SCHOOLS: Rugby 10, W. D. (F), 11. R. (F), 12. D. (F), 13. R. (F), 14. D. (F), 15. R. (F), 16. D. (F), 17. R. (F), 18. D. (F), 19. R. (F), 20. D. (F), 21. R. (F), 22. D. (F), 23. R. (F), 24. D. (F), 25. R. (F), 26. D. (F), 27. R. (F), 28. D. (F), 29. R. (F), 30. D. (F), 31. R. (F), 32. D. (F), 33. R. (F), 34. D. (F), 35. R. (F), 36. D. (F), 37. R. (F), 38. D. (F), 39. R. (F), 40. D. (F), 41. R. (F), 42. D. (F), 43. R. (F), 44. D. (F), 45. R. (F), 46. D. (F), 47. R. (F), 48. D. (F), 49. R. (F), 50. D. (F), 51. R. (F), 52. D. (F), 53. R. (F), 54. D. (F), 55. R. (F), 56. D. (F), 57. R. (F), 58. D. (F), 59. R. (F), 60. D. (F), 61. R. (F), 62. D. (F), 63. R. (F), 64. D. (F), 65. R. (F), 66. D. (F), 67. R. (F), 68. D. (F), 69. R. (F), 70. D. (F), 71. R. (F), 72. D. (F), 73. R. (F), 74. D. (F), 75. R. (F), 76. D. (F), 77. R. (F), 78. D. (F), 79. R. (F), 80. D. (F), 81. R. (F), 82. D. (F), 83. R. (F), 84. D. (F), 85. R. (F), 86. D. (F), 87. R. (F), 88. D. (F), 89. R. (F), 90. D. (F), 91. R. (F), 92. D. (F), 93. R. (F), 94. D. (F), 95. R. (F), 96. D. (F), 97. R. (F), 98. D. (F), 99. R. (F), 100. D. (F).

HOCKEY

POZZA EXPRESS: London University 4, Cambridge University 1.

RUGBY LEAGUE

RAISE: Your mainline friends selection 8, New Zealand 2.

YACHTING

HAGGARD: Japan: World Cup. 1. J. (F), 2. D. (F), 3. R. (F), 4. D. (F), 5. R. (F), 6. D. (F), 7. R. (F), 8. D. (F), 9. R. (F), 10. D. (F), 11. R. (F), 12. D. (F), 13. R. (F), 14. D. (F), 15. R. (F), 16. D. (F), 17. R. (F), 18. D. (F), 19. R. (F), 20. D. (F), 21. R. (F), 22. D. (F), 23. R. (F), 24. D. (F), 25. R. (F), 26. D. (F), 27. R. (F), 28. D. (F), 29. R. (F), 30. D. (F), 31. R. (F), 32. D. (F), 33. R. (F), 34. D. (F), 35. R. (F), 36. D. (F), 37. R. (F), 38. D. (F), 39. R. (F), 40. D. (F), 41. R. (F), 42. D. (F), 43. R. (F), 44. D. (F), 45. R. (F), 46. D. (F), 47. R. (F), 48. D. (F), 49. R. (F), 50. D. (F), 51. R. (F), 52. D. (F), 53. R. (F), 54. D. (F), 55. R. (F), 56. D. (F), 57. R. (F), 58. D. (F), 59. R. (F), 60. D. (F), 61. R. (F), 62. D. (F), 63. R. (F), 64. D. (F), 65. R. (F), 66. D. (F), 67. R. (F), 68. D. (F), 69. R. (F), 70. D. (F), 71. R. (F), 72. D. (F), 73. R. (F), 74. D. (F), 75. R. (F), 76. D. (F), 77. R. (F), 78. D. (F), 79. R. (F), 80. D. (F), 81. R. (F), 82. D. (F), 83. R. (F), 84. D. (F), 85. R. (F), 86. D. (F), 87. R. (F), 88. D. (F), 89. R. (F), 90. D. (F), 91. R. (F), 92. D. (F), 93. R. (F), 94. D. (F), 95. R. (F), 96. D. (F), 97. R. (F), 98. D. (F), 99. R. (F), 100. D. (F).

HOCCY

POZZA EXPRESS: London University 4, Cambridge University 1.

RUGBY LEAGUE

RAISE: Your mainline friends selection 8, New Zealand 2.

YACHTING

HAGGARD: Japan: World Cup. 1. J. (F), 2. D. (F), 3. R. (F), 4. D. (F), 5. R. (F), 6. D. (F), 7. R. (F), 8. D. (F), 9. R. (F), 10. D. (F), 11. R. (F), 12. D. (F), 13. R. (F), 14. D. (F), 15. R. (F), 16. D. (F), 17. R. (F), 18. D. (F), 19. R. (F), 20. D. (F), 21. R. (F), 22. D. (F), 23. R. (F), 24. D. (F), 25. R. (F), 26. D. (F), 27. R. (F), 28. D. (F), 29. R. (F), 30. D. (F), 31. R. (F), 32. D. (F), 33. R. (F), 34. D. (F), 35. R. (F), 36. D. (F), 37. R. (F), 38. D. (F), 39. R. (F), 40. D. (F), 41. R. (F), 42. D. (F), 43. R. (F), 44. D. (F), 45. R. (F), 46. D. (F), 47. R. (F), 48. D. (F), 49. R. (F), 50. D. (F), 51. R. (F), 52. D. (F), 53. R. (F), 54. D. (F), 55. R. (F), 56. D. (F), 57. R. (F), 58. D. (F), 59. R. (F), 60. D. (F), 61. R. (F), 62. D. (F), 63. R. (F), 64. D. (F), 65. R. (F), 66. D. (F), 67. R. (F), 68. D. (F), 69. R. (F), 70. D. (F), 71. R. (F), 72. D. (F), 73. R. (F), 74. D. (F), 75. R. (F), 76. D. (F), 77. R. (F), 78. D. (F), 79. R. (F), 80. D. (F), 81. R. (F), 82. D. (F), 83. R. (F), 84. D. (F), 85. R. (F), 86. D. (F), 87. R. (F), 88. D. (F), 89. R. (F), 90. D. (F), 91. R. (F), 92. D. (F), 93. R. (F), 94. D. (F), 95. R. (F), 96. D. (F), 97. R. (F), 98. D. (F), 99. R. (F), 100. D. (F).

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CRICKET

Birkenshaw moves up to Test panel after Evans drops out

David Evans, who recently underwent a heart by-pass operation, has been omitted from the panel to umpire next summer's six tests against India and New Zealand. The 52-year-old former Glamorgan wicketkeeper was taken ill shortly after handling the second Test against Australia at Lord's last summer.

Evans missed the rest of the season, underwent surgery in September and is now fully recovered. The Test and County Cricket Board, however, has decided he should spend 1986 handling county matches before returning to the Test arena. In his place Jack Birkenshaw has been promoted, while the rest of the umpires who handled the 1985 Ashes series have been retained.

The 45-year-old Birkenshaw played for Yorkshire, Leicestershire and Worcestershire between 1958 and 1981, scoring 12,780 first class runs and taking 107 wickets. His off breaks earned him five Test caps and overseas tours to India, Pakistan and West Indies.

There will also be a new face for the Test Trophy series with the appointment of Nigel Plews, the 31-year-old Nottingham-born former policeman, who is one of only two umpires on the 24-strong 1986 first class list not to have played county cricket.

For the first time in many years the overall list of first class umpires



Birkenshaw: promotion

for 1986 shows no retirements or new appointments. Among the five reserves appointed, however, are former England Test players Mike Hendrick, David Lloyd and Harold Rhodes.

PURVEY CLASS PANEL: H D Birkenshaw, D J Cornwell, C Cook, S Duckett, D J Lewis, J Marshall, J H Harris, J W Holder, J Jameson, A A Jones, R J Johnson, M J Johnson, L Leach, K J Lyons, B J May, D O'Connell, R A Palmer, R A Palmer, A G T Whitehead, P B Whitehead.

RESERVE: M J Harris, M Hendrick, D Lloyd, H Rhodes, D S Thompson.

CORNWELL TEST MATCH PANEL: Birkenshaw, Cornwell, K Palmer, Shepherd, Meyer, Whitehead.

TEST TROPHY PANEL: Test umpires and

Test pitch 'sub-standard'

Sydney (Reuters) - New Zealand's captain, Jeremy Coney, claims yesterday that the Sydney pitch for the second Test match against Australia, starting tomorrow, was "under-prepared and not up to first-class standard."

Coney, who made his criticism in a television interview, said: "I'm not about to throw spears at anyone. I realize the curator (groundsmen) has had his problems with the weather and the winter football traffic on the pitch. But the pitch is definitely under-prepared and not up to first-class standard."

Coney's remarks followed his team's drawn match against New South Wales here at the weekend on pitch giving New Zealand bowers considerable help. The left-arm spinner Holland and the left-arm spinner Bennett captured 13 of the 15 New Zealand wickets to fall.

Last season New South Wales lost to Australia in the Test, but the wicket was particularly unhelpful to the batsmen.

Holland playing a major part on each occasion. Australia's captain, Allan Border, said: "I don't think New Zealand should be criticizing any of our wickets, considering some of the things they play on over there."

There are pitches that favour the batsmen, some favour the fast bowlers, but this Sydney wicket simply favours the spin bowlers. Fortunately, we basically know what the pitch is going to do, but it's no certainty Australia is going to win this Test just because we have good spinners.

Border, whose side lost the first of the three Tests by an innings and 41 runs, said: "The pitch is a good one. Border, meanwhile has invited Dennis Lillee to help the fast bowlers McDermott, Gilbert, and O'Donnell prepare for the Test. Lillee said he was particularly pleased with McDermott's work-outs.

HOCKEY

British team jump on the Arab bandwagon

From Sydney Friskin, Perth (W Australia)

British hockey will be richer by \$20,000 after the Great Britain team take part in the four-nations tournament at Dubai (UAE) which is originally planned for the weekend of 3 to 5 next year. The same sum will be paid to the three other participants - India, Pakistan and West Germany. All four sides are being guaranteed their expenses including air passages.

Sporting impresarios in this part of the Arab world have in recent months exploited the traditional hockey rivalry between India and Pakistan by promoting matches between these two countries and drawing large crowds (average 25,000). The event in Dubai, expected to be a sell-out, is sponsored by a private company, but is being run by the Asian Hockey Federation with the approval of the International Hockey Federation (FIH).

The show moves on to a similar tournament from January 8 to 10 in Kuwait where West Germany will drop out and give way to the Netherlands. Roger Self, British team manager, said here yesterday that he was awaiting confirmation

of the invitation which, he added, would be accepted. It would mean, of course, more money for Britain, and why not, since everyone else is jumping on the bandwagon?

There are restrictions on the number of days in the year the amateur hockey player can spend on international commitments, including training weekends, but no one seems to be taking much notice of this law.

Communications in the seventh Champions Trophy tournament, which will be resumed today after a day's rest, have occasionally broken down. On the first day the radio commentators of India and Pakistan, sitting out in the open without earplugs of each other, worked themselves into a frenzy describing what they were seeing only to discover later that they were off the air for the whole match.

TODAY'S MATCHES: Australia v Great Britain Netherlands v India. The draw for the six-nations invitation tournament starting at 10pm Malaysia, on November 27 is: India, Pakistan, England, West Germany.

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RACING: THREE POINTERS TO ELSEY VICTORY AT HAYDOCK PARK

Half Asleep can belie name again

By Mandarin
(Michael Phillips)

Following that decisive victory at Sedgfield on November 5, Half Asleep, the useful four-year-old filly that Bill Elsey trains for Noel Hetherington, her owner and breeder, at Malton, is sapped to belie her name again and win the Rainford Conditional Jockeys Handicap Hurdle at Haydock Park today.

At Sedgfield she proved three things: first that she is in form; second, that she is a good rider for a relatively inexperienced jockey; and third, that she goes two and a half miles, the distance of today's race, on her head. For after winning twice over two miles last season, that was her first attempt at this distance, and towards the end she came clean away from her opponents to win by eight lengths, giving the impression that in the process she could have won pulling a cart.

Not surprisingly, the handicapper has set up and taken notice of such a commanding performance, to the extent that even with her weight increased to 10st 10lb by the 6lb penalty that Sedgfield win entails, Half Asleep will still be meeting horses, notably the top weight, Carnedon, on 11st 10lb, better today than she has ever seen. Wayward Lad goes, but the faller at the first fence at Aintree this spring, is a runner for the St Helens Handicap Chase. In this instance, however, my choice is Kumbi, who impressed at Cheltenham recently when he quickened up the final hill in good style.

Glen Lockhart, a six-lengths winner over three miles and a furlong at Kelso recently, looks



Ballyratty: suited by the conditions of the Northern Junior Hurdle at Haydock

Hexham, Wetherby and Kelso this autumn and still escaped being penalized for today's race.

Hallo Dandy, winner of the Grand National in 1984, but a faller at the first fence at Aintree this spring, is a runner for the St Helens Handicap Chase. In this instance, however, my choice is Kumbi, who impressed at Cheltenham recently when he quickened up the final hill in good style.

Glen Lockhart, a six-lengths winner over three miles and a furlong at Kelso recently, looks

to have a good chance of winning the Coral Golden Hurdle (qualifying race) Handicap from a bottom weight.

Von Trappe, who won the final race of that series at Cheltenham last March, tackles fences again in the Vaux Breweries Novices Chase (qualifier). I say again because he went steeplechasing midway through last season before he reverted with some success to hurdles. With better luck he might well have beaten the accomplished Glyde Court at

Cheltenham in January if he had not made such a mess of jumping the eighth fence, which cost him 25 lengths at least.

In the circumstances, he excelled to finish only two lengths behind Glyde Court. A repetition of that form, without jumping errors, should see him win today.

At Kempton Park my principal fancy is Hypocrite to win the Fairview Homes Handicap Hurdle, while my principal hope is to see That's Your Lot win the Junior Novices Hurdle.

Accident stops Wayward Lad Britain is the best overseas

By Michael Seely

A freak accident at the open ditch on the far side of the course at Haydock Park yesterday ended the winning of the Edward Hauger Memorial Chase for the sixth successive year.

Wayward Lad's abrupt departure from the scene not only prevented Forget "n" Forget, the Cheltenham Gold Cup winner, with a bloodless victory over Richdon, the only other runner. The mishap also means that the dual King George VI Chase winner could not join his stable companion, by the way, in the lineup for Saturday's Hennessy Cognac Gold Cup at Newbury.

As the three runners approached the obstacle, which is the last before the turn into the straight and the fifth fence in the race, Richdon, the outsider, who led the lead from Wayward Lad and Forget "n" Forget. The Leader and Wayward Lad jumped to the left at the fence, but as the 6-4 on favourite was racing on the inside he collided with the runner, and the wicketed Graham Bradley.

The race then became a formality for Forget "n" Forget. Tracking the leader until approaching the final jump, the Gold Cup winner sprinted clear for an eight-length victory.

"That was super," Mark Dwyer,

the jockey who also rode Forget "n" Forget to win at Cheltenham last March, said. "I was very happy to see it really well. He seems stronger than ever this year."

Jimmy Fitzgerald was equally delighted. "Not only did Forget "n" Forget quicken in tremendous style, he also stayed on well at the finish. He is 22 kilos heavier than he was at Cheltenham. He will come back here for the Tommy Whittle Chase and then go to Kempton for the King George."

Forget "n" Forget is a 5-1 chance for the Gold Cup, but with Burrough Hill Lad is favourite at 3-1.

Bradley lodged an official protest with Philip Arkwright, clerk of the course, claiming that the fence was unfairly sited in relation to the rails. There is also an 18ft gap after the jump before the rails start again and the horse ran into a post, he said.

However, the camera patrol film showed that the jockey was mistaken, and that Wayward Lad had collided with the rails.

"It was nothing to do with the gap," Mrs Dickinson said. "The trouble is that the rail is not far enough away from the fence."

The clerk of the course had 40 yards of the rails removed before the next race was run. "The gap is there

to allow loose horses to escape," he said. "It has been there for five years and nothing has ever happened before. But if 40 yards is not enough room for a horse to get back on the course, nothing will be."

The whole incident was bad luck for all concerned and occurred principally because the fence in question is a ditch which often causes horses to hesitate and swerve.

Of the Hennessy Mrs Dickinson said: "Wayward Lad did not have a race today. We might well send him down to Newbury. We will have to see how he is tomorrow and will probably wait until declaration time on Friday before reaching a decision."

Trainers of such fancied runners as Charley Party and Galway Blaze will be awaiting the Yorkshire trainer's decision with some anxiety. For if the largest prize money winner of all time is allowed to take his chance, the weights will remain unaltered and the chances of the lightweighters correspondingly diminish.

"I am sending Galway Blaze down to Newbury," Fitzgerald said. "But he won't run, unless we have some more rain, and he certainly won't go if Wayward Lad stands his ground."

Britain is the best overseas

Cine Britain has won the International Racing Bureau's Derby award for leading British trainer overseas in 1985 with record earnings of £285,965. In what has been their best year ever, 52 trainers have collected £4,011,561 in foreign win and place money over 2,000 races, with 19 earnings over £100,000. The previous top tally, £2,207,377, was in 1983.

By far the biggest contributor to Britain's haul was Peckham, who brought home £77,862 for her win in the Breeders' Cup at Aqueduct. But well over £100,000 came from elsewhere.

Julian Island, winner of the Prix de la Forêt de Paris and third in the Washington DC International, played an important role, as did Bold Arrangement, runner-up in the Grand Critérium and third in the Prix de la Salamandre. Come on the Prix de la Salamandre, travelling companion, more than paid his way with an excellent third in a division of the Shergar Stakes.

Lord Derby has won the Derby award for services to international racing.

KEMPTON PARK

Going: good
12.45 STAINES CONDITIONAL JOCKEYS HANDICAP CHASE (22,038: 2m 4f) (4 runners)

1 11st-41 Professor Plum (P) (J. C. Mather) 11st-11 (11st-11) 5-1
2 11st-41 Professor Plum (P) (J. C. Mather) 11st-11 (11st-11) 5-1
3 11st-41 Professor Plum (P) (J. C. Mather) 11st-11 (11st-11) 5-1
4 11st-41 Professor Plum (P) (J. C. Mather) 11st-11 (11st-11) 5-1

11 10st-40 TOWER MOON (P) (A. H. Jones) 10st-40 (10st-40) 5-1
12 10st-40 TOWER MOON (P) (A. H. Jones) 10st-40 (10st-40) 5-1
13 10st-40 TOWER MOON (P) (A. H. Jones) 10st-40 (10st-40) 5-1
14 10st-40 TOWER MOON (P) (A. H. Jones) 10st-40 (10st-40) 5-1

4-6 Professor Plum, 3 Mather, 10-40 T. Mather, 10 T. Mather.

Kempton selections
By Mandarin

12.45 Professor Plum, 1.15 That's Your Lot, 1.45 Castle Warden, 2.15 Hypocrite, 2.45 Fudge Delight, 3.15 Ridgefield, Michael Seely's selection: 2.15 Hypocrite (asp).

1.15 JUNIOR NOVICE HURDLE (3-y-o: 2m) (22)

1 11st-41 ANOTHER ANGUS (P) (N. H. Jones) 11st-41 (11st-41) 5-1
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1.45 LUTTER HILL HANDICAP CHASE (22,892: 3m 5f) (4)

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ENTERTAINMENTS

also on page 31 THEATRES
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The exhibition of gold and silver jewelry from the 17th to the 19th century.
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BIRTHS, MARRIAGES, DEATHS

BIRTHS
On November 19, 1985, at the home of the parents, a son, James, to Mr. and Mrs. John Smith.

MARRIAGES
On November 19, 1985, at the home of the bride, a wedding took place between Mr. and Mrs. John Smith and Miss Jane Doe.

DEATHS
On November 19, 1985, at the home of the deceased, a son, James, to Mr. and Mrs. John Smith.

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**Edited by Peter Dear
and Peter Davalle**

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GENERAL APPOINTMENTS

November 21, 1985

The proposals by Professor Brian Griffiths and Hugh Murray to privatise post-graduate business schools have triggered widespread discussion within the schools and elsewhere. Their charge that the business schools are too "academic" is not new, but they have gone further in making detailed and radical suggestions for change. Griffiths and Murray want public subsidies to continue for business schools research, and their specific proposals centre on withdrawing taxpayers support from Master of Business Administration (MBA) programmes.

Three of the larger business schools, London, Manchester and Cranfield, can be distinguished from the rest. All three are fairly autonomous, run as undergraduate courses, and earn much of their income from unsubsidised short courses for industry.

These schools claim that they at least are already largely market-oriented. In response to market pressure all three have reduced the length of their main post-experience courses for managers, and all have been moving away from "public" short courses towards "in-company" work. British business schools in

total turn-out fewer MBAs than Lord Franks envisaged 20 years ago. He proposed one-year programmes for London and Manchester, but both new schools chose instead to run two-year MBA programmes (in actuality 18 months altogether). As a result their combined output is 200 MBAs every year rather than 400.

In addition, several of the smaller schools may need to expand or merge in order to achieve a critical mass. But no less important than any deficit in numbers may be possible shortcomings in the quality of MBA programmes.

To tell what customers think about MBA programmes, one must first determine who they are: MBA students or their future employers. The two groups may have somewhat different requirements. Students want generally saleable knowledge and skills, whereas companies are likely to require narrower company- or industry-specific knowledge.

The quality of most students entering MBA programmes is fairly high. So the standard of graduating students should also be high, unless business schools are somehow managing to subtract value. A recent report by Professor Peter Forrester concluded that most former students were satisfied with the MBA

With privatization proposals in the air
D. R. Myddelton
assesses the value
of MBA courses in
the business schools



programmes they attended. And a comparison of salaries before and after the course suggests that many MBA programmes are indeed currently a good buy for students.

But employers may partly be valuing the schools' selection process or placement service, rather than any learning achieved during the programmes themselves. If so, the shorter the courses the better.

Moreover, taxpayers heavily subsidise tuition fees for EEC students. If there were no subsidies, tuition fees for MBA programmes might have to rise by up to £5,000 a year. This would surely reduce the total

their full unsubsidised cost. Then London and Manchester might have to consider cutting the length of their MBA programmes from 18 months to 12 months, as Franks originally proposed.

Labour markets are less than perfect, but MBA students probably can capture, in increased salaries, nearly all of any value added by MBA programmes. If there are few general social benefits ("externalities"), however, then the main argument for continuing to subsidise MBA programmes disappears.

The business schools as a group now advocate expanding the output of MBA programmes. They seem to be assuming that more of their products would clearly be a good thing. The only snag is that taxpayers must finance them. No doubt many other industries could present much the same kind of complacent and self-serving scheme.

Of course there are problems in where to draw the line. Should all MBA programmes, or only some, lose their subsidies? What about other forms of vocational training? My own opinion is that the whole State education system suffers from the same defect as much of British industry.

Too much attention is paid to the interests of producers, and not enough to the interests either of taxpayers or of customers. From that viewpoint, privatizing MBA programmes in business schools might simply be the first overdue step towards letting the market work in respect of all State schooling.

A British Institute of Management report last year stated that British industry sees MBAs as "too theoretical, too mobile, far too highly priced, and too disruptive to other managers".

There might be general agreement on the first point. But individual students, if not companies, may well prize mobility. And corporate employers who pay the "high" salaries to MBAs presumably think them worthwhile. Since few companies now sponsor people on full-time MBA programmes, most students have to find new jobs on the market at the end of their course.

Many schools have recently started part-time MBA programmes, on which most students are sponsored by companies. As a result the emphasis on part-time MBA courses may start to shift from theory to

practice, from analysis towards implementation skills, away from adding knowledge and towards improving personal manager development.

Hence the schools may have to decide whether part-time MBA courses should be "academically equivalent" to the full-time MBA courses. And no doubt company sponsors will be watching to see how many part-time MBAs leave them in the year or two after graduation.

As for MBAs being too disruptive to other managers, this complaint may just mean that MBAs are acting as much needed change-agents. That may upset some sluggish companies. But British industry's overall post-war performance hardly suggests that no change is required.

Indeed the reaction of many business schools to the Griffiths-Murray proposals illustrates the strength of British resistance to change. Hence the need for still more market-based competition to let the healthy blast of Schumpeter's "gale of creative destruction" sweep through British business schools.

Professor D. R. Myddelton is professor of finance and accounting and acting director of the Cranfield School of Management.

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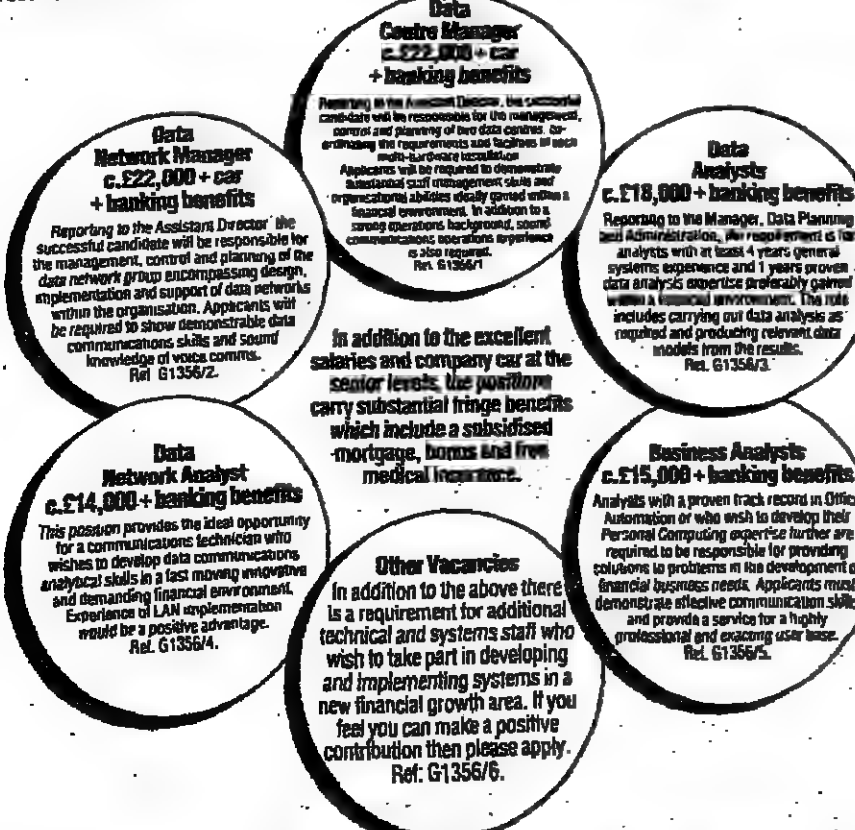
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If so we can offer a newly created, rewarding and stimulating job: valuable career experience; flexible working hours; relocation assistance to this coastal/broadland resort.

Application forms and further information may be obtained from the Personnel Division, Town Hall, High Street, Lowestoft, NR32 1HS. Tel: (0502) 62111, Ext 201. Closing date for applications 6th December, 1985.

Waveney District Council

Shopper

required for the Consumers' Association, publishers of Which? magazine.

All test samples for Which? and Gardening from Which? are bought over the counter as if for personal use; the Shopper will carry out the bulk of this buying in the Greater London area.

Applicants, age 35+, should be numerate, reliable, tenacious, and have the ability to work under pressure to tight deadlines. A good general knowledge of London and its shopping outlets would be an advantage.

Starting salary around £7,000, benefits include 28 days annual holiday, interest-free season ticket loan, pension and free life assurance scheme.

Please apply in writing to the Personnel Officer, Consumers' Association, 14 Buckingham Street, London WC2N 6DS.

Which?

LINGUISTS Joint Technical Language Service, Cheltenham

There are vacancies in the Linguist Specialist Class for candidates interested in the practical applications of language and qualified in any ONE of the following: Arabic, Bulgarian, Czech, Finnish, German, Hungarian, Italian, Japanese, Persian, Polish, Russian, and Serbo-Croat; or in any ONE of the following - Dutch, Norwegian, Portuguese, and Swedish - plus any other modern foreign language; or in either Classical Greek or Latin.

You must have a thorough knowledge of one or two (as appropriate) of the languages defined above, such as is provided by a degree or an equivalent qualification or by relevant experience. You are eligible to apply on this occasion if you are now in the final year of your undergraduate studies.

Appointment is normally to the Assistant Linguist Specialist grade, but successful candidates with at least 2 years' relevant experience may be appointed to the Linguist Specialist grade.

Some successful candidates will be required to undertake full-time courses of study in Arabic, Persian, or Russian after appointment. Full salaries will be paid during such study periods.

Salary: Linguist Specialist £7980-£9795; Assistant Linguist Specialist £6300-£8915. Starting salaries may be above the minima. Relocation expenses may be available. Promotion prospects.

For further details and an application form (to be returned by 3 January 1986) write to Civil Service Commission, Alencon Link, Basingstoke, Hants, RG21 1JB, or telephone Basingstoke (0256) 468551. (answering service operates outside office hours). Please quote ref: G/389.

GCHQ
GOVERNMENT COMMUNICATIONS HEADQUARTERS

GENERAL APPOINTMENTS

Trade 01-278 9161/5

Prison Management Train as an Assistant Governor

The role of an Assistant Governor in the Prison Service embraces every aspect of modern management from day-to-day administration to forward planning, from making the best use of available resources to exercising leadership and interpersonal skills. It also demands an appreciation of the social and psychological problems of those in custody.

Establishments vary widely in character and include remand centres, high security prisons, open prisons and young offender units. While each poses its own problems, each calls for an intelligent liaison with a wide range of people and organisations, both inside and outside the establishment. Candidates must therefore be resourceful and committed men and women who are prepared to take on responsibility from the outset. They will gain satisfaction from an unusually interesting, progressive and rewarding career.

A degree or diploma in any academic discipline is an advantage, and training or experience in personnel or institutional management, law, penology, psychology, or social studies is desirable. There is also a growing need for those with understanding of minority groups. Final-year students may apply.

You will be trained during the first 2 years on a sandwich course comprising practical experience under guidance linked to theoretical training at the Prison Service College, Wakefield, West Yorkshire. During this period you will hold the rank of Assistant Governor (Trainee). If you are under 34 on 30 September 1986 you will first complete one year's induction as a Prison Officer and for that year will be on Prison Officer pay.

Where will you work? Establishments are widely spread throughout the country, and where possible geographical preferences are taken into account.

Starting salary, except for those under 24, within the range £9210-£11,055 according to age. Maximum £11,780. Up to £13,655 higher in London. There are promotion prospects through to Governor Class I (salary £23,735). Promotion beyond that rank is also possible. All grades of Governor receive full accommodation or rent allowance in lieu.

AGE: At least 21 and normally under 45 on 30 September 1986, but older candidates with suitable experience may also be considered. For further details and an application form (to be returned by 24 January 1986) write to Civil Service Commission, Alencon Link,

Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: G/928. The Civil Service is an equal opportunity employer.

Home Office



In the Prison Service of England, Wales and Scotland

ARABIC TRANSLATOR

A translator, graduate/intermediate level, Arabic to English, is required for a congenial but demanding post in a Gulf State. Remuneration and working conditions are excellent. Accompanied status, initial contract, 2 years post to be filled; preferably by March, 1986. Applicants should have English as their native language and be medically fit. Knowledge of other Middle Eastern languages will be an asset. Tests and interviews in London, 11th December, 1985. Apply with full CV to Middle East Consultants Ltd, 31 Old Burlington Street, London, W1X 1LB. Tel: 01-437 8165.

GRADUATES!

Career plan for 1986

What better way to start the New Year than with a real career before you? Our publishing clients need to recruit highly motivated graduates to join their extensive advertising sales training programmes before Christmas. You should be ambitious, creative and articulate and want to launch yourself into a business environment where commitment, hardwork and flair are rewarded. First year earnings of £20,000 and a tremendous career opportunity. Call Sarah Chisholm of Linsley Ltd now to plan your career.

SALES & MARKETING APPOINTMENTS
7 PRINCES STREET W1X 0JF 01-699 7282

SELL SALES TRAINING! OTE £11K

Our client is looking for a highly motivated, enthusiastic telephone sales executive to sell their successful sales training courses. The company have a very up-market image, therefore, you must be extremely well-groomed and have at least 6 months experience in a sales environment. Energy and commitment are of paramount importance. For immediate consideration for this and other vacancies, please call or send C.V. to Alison Whitwell.

SALES & MARKETING APPOINTMENTS
7 PRINCES STREET W1X 0JF 01-699 7282

A direct line to the executive shortlist.

InterExec is the organisation specialising in the confidential promotion of Senior Executives.

InterExec clients do not need to find vacancies or apply for appointments.

InterExec's qualified specialist staff, and access to over 100 unadvertised vacancies per week, enable new appointments at senior levels to be achieved rapidly, effectively and confidentially.

For a mutually exploratory meeting telephone:

London ☎ 01-930 5041/8
19 Charing Cross Road, WC2.

Birmingham ☎ 021-632 5648
The Rotunda, New Street.

Bristol ☎ 0272 277315
30 Baldwin Street.

Edinburgh ☎ 031-226 5680
47a George Street.

Leeds ☎ 0532 450243
12 St. Paul's Street.

Manchester ☎ 061-236 8409
Faulkner House, Faulkner Street.

InterExec

The one who stands out.

Systems Furniture Sales Manager

£22,500 Based Bedford

A rare opportunity occurs that will be of interest to a professional sales manager.

Our clients, who operate a successful group of businesses, are now developing a company which will market a superb range of system furniture manufactured by a world leading company.

The prime function of the manager is to control and develop the skills of the salesforce who will sell the system to end users in the Northern Home Counties. Full support from a skilled design team is complemented by a project coordinator and an efficient administrative backup.

Ideally you will reside within a 40-mile radius of Bedford and be a trained and experienced sales manager. Knowledge of system furniture is desirable although the major criterion is your ability to motivate, train and lead a dedicated team.

The rewards include a salary and bonus package £22,500, Granada Saloon car, pension and benefits expected from a progressive company.

If you are interested and have the required experience please telephone or write, with full details, quoting reference number D1117 to:

Douglass & Pilkington
Sales & Marketing Consultants

45 Maiden Way
New Malden
Surrey KT3 6EA
Tel 01-949 5397

PARKS DIRECTOR The National Caravan Council £13,000pa

The National Caravan Council is the representative body of the British Caravan Industry. Its members are caravan manufacturers, caravan dealers, caravan park operators and those companies who provide the industry with its supplies and services.

The Parks Director provides administrative support to the section of members who own, operate and manage touring, holiday and residential caravan parks. His principal activities are concerned with committee administration, project work, representation duties, the provision of a technical advisory service, parks inspection and recruitment.

The Parks Director is based in the Council's offices at Aldershot but considerable travel is involved throughout the United Kingdom, with a number of overnight stays away from home.

The successful candidate will be over 35 but probably under 45 years of age and will be able to demonstrate proven success in a managerial capacity. Training will be given in the specialised areas of the job but knowledge of planning law and planning procedures would be an advantage.

The remuneration package includes a salary circa £13,000 per annum, a company car and other fringe benefits. Assistance with relocation expenses will be provided if necessary.

Write or telephone the secretary to the Director General for an application form in the first instance.

The National Caravan Council
Victoria Road
Aldershot
Hants GU11 1SS
Telephone: 0252 318251

Geologists & Geophysicists

Challenging opportunities in oil and gas exploration
CENTRAL LONDON

Texas Eastern North Sea, Inc. is the UK subsidiary of a major US energy Corporation with extensive worldwide exploration and production interests. Having been active in the North Sea since the early 1960's, Texas Eastern's current achievements include:

- Acquisition of interests in 75 blocks in the North Sea
- Participation in the drilling of over 600 North Sea wells
- Working interests in seven UK producing oil and gas fields, four Norwegian oil and gas fields, one producing gas field in the Netherlands, and several other known discoveries

all of which combine to make the Company a significant owner of North Sea reserves; furthermore, this long-standing involvement has resulted in the accumulation of one of the largest North Sea seismic and well log data bases in the industry. In addition to acreage currently held under licence, Texas Eastern is embarking upon the most aggressive exploration programme in the history of its North Sea involvement, as the Company launches plans to become an Operator.

To more effectively handle both its existing portfolio of acreage and the evaluation of potential new acquisitions Texas Eastern now plans a further expansion of its London Exploration Department. We are seeking well qualified explorationists to carry out a wide range of

duties related to both regional studies and more detailed prospect evaluation. Successful applicants will also play an active role in representing the Company at Technical Meetings and in the presentation of exploration projects to Senior Management. Our immediate requirement is for two Geologists and two Geophysicists.

Staff Geologist and Staff Geophysicist

Candidates for these posts will hold a good Honours degree in Geology or Geophysics and will have between six and ten years relevant experience. They will have worked extensively in the North Sea area and preferably will have held a position of team leader or equivalent.

Geologist and Geophysicist
Candidates for these posts will hold a good Honours degree in Geology or Geophysics and will have a minimum of three years experience, preferably gained in the North Sea area, either in exploration geology and subsurface mapping or seismic interpretation.

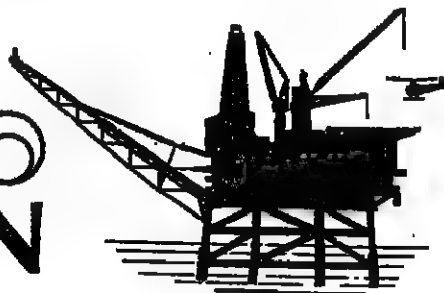
The Company offers:

- An excellent work environment which encourages individual initiative as well as team participation.
- An attractive remuneration package which includes a highly competitive salary, fully subsidised membership of BUPA and a non-contributory pension scheme.

If you have the required qualifications and experience coupled with good communication skills, initiative and ambition, please write with full cv. to:

I. D. Houghton,
Texas Eastern North Sea, Inc.,
Fifth Floor,
Berkley Square House,
Berkley Square,
London W1X 5LE.

TEXAS
EASTERN
North Sea Inc.



MANUFACTURING DIRECTOR

£20,000 + substantial benefits package

Searle Manufacturing Company - part of the Suter Light Engineering Group - are market leaders in the manufacture and marketing of a wide range of air-side refrigeration equipment. This well established autonomous Company employs more than 350 people.

This vacancy occurs as the result of internal promotions, following the expansion of the Suter Light Engineering Group.

As Manufacturing Director you will join a close and forward looking executive team using your production management expertise to assist in attaining the Company objectives of extending its market share through investment in the latest manufacturing technology. Your prime responsibilities will be to exploit the benefit of new technology in improving business performance and maximising the utilisation of resources, including cost effective purchasing, efficient stock control and good labour relations.

production environment involving metal fabrication and electro-mechanical assembly. A knowledge of computer integrated production and production control systems is essential. Together with a negotiable salary that reflects the importance of the job, the remuneration package will consist of a profit related performance bonus, prestige car, BUPA and full relocation expenses.

Please send comprehensive C.V. to:

P. J. DONOVAN, Personnel Director.

searle

MANUFACTURING COMPANY,
Newgate Lane, Farnham, Hants, PO14 1AR.
Telephone: (0252) 238121 ext. 248.

THE FURTHER WE LET YOU GO

Computing Opportunities

The maintenance of scientific advancement and innovation in the Universities and Polytechnics of the UK needs the strongest possible computing support. As part of the Science and Engineering Research Council, the Rutherford Appleton Laboratory (RAL) provides this support through large scale computing services and coordination of computing research programmes. There is a large IBM-compatible mainframe complex and a number of VAX (VMS and UNIX), GEC, PRIME, PYRAMID, SUN and PERQ computers.

VACANCIES EXIST FOR:- Applications programmer for remote sensing satellite projects.

An applications programmer is required to work on the scientific data processing packages for the Along-Track Scanning Radiometer (ATSR). This is an advanced satellite instrument, for the precise measurement of Sea Surface Temperature, which will fly on ERS-1, The European Space Agency's first remote sensing satellite, due for launch in 1989.

The job, which involves responsibility for design and implementation of much of the scientific software for ATSR, offers an exciting and challenging opportunity to be involved at an early stage in the ground segment of an important remote-sensing space project, and to interact extensively with the scientific and project teams involved, as well as organisations in the UK and elsewhere (such as the European Space Agency) involved in the generation of ERS-1 data-products.

OTHER RAL VACANCIES INCLUDE:-

- IKBS Programmers and Technical Support
- UNIX Communications Programmers
- Mainframe UNIX (UTS) Systems Programmer
- PRIME Systems Programmer
- Micro Electronics CAD
- Micro Electronics Brokerage
- Radio Propagation Data Analysis
- Systems Programmers
- JNT/Network Executive
- Network Support

Appointments will be made in one of the following grades depending on qualifications and experience:

Scientific Officer £6190 - £8561
Higher Scientific Officer £7788 - £10541

Applicants should have a degree, HNC/HND or equivalent in a scientific, mathematical or engineering subject.

Appointment to the grade of HSO requires a 1st or 2nd Class Honours degree with 2 years post graduate research or development experience, or a minimum of 5 years relevant experience after qualifying for other applicants.

Rehired housing for married couples and some assistance with expenses incurred in house sale/purchase will be available in appropriate cases. Good recreational facilities.

These are pensionable appointments.

For full details and an application form please write quoting VN382 and TILES of the posts you are interested in to:
Recruitment Office, Personnel Group, Rutherford Appleton Laboratory, Science and Engineering Research Council, Chilton, Didcot, Oxon OX11 0QX, or telephone Abingdon (0235) 445435.

Closing date for applications: 13th December 1985.



Rutherford Appleton
Laboratory

GENERAL APPOINTMENTS

Trade 01-278 9161/5

ELECTRICAL POWER ENGINEERS' ASSOCIATION

DEPUTY GENERAL SECRETARY

The EPEA, which is a constituent group of the Engineers' and Managers' Association, is interested in receiving applications for the post of Deputy General Secretary.

As well as acting as deputy to the General Secretary the postholder carries his or her own responsibilities which are allocated by the General Secretary. These responsibilities may change from time to time but they will include responsibility for servicing Managerial members of the Association and, within the overall policies of the Association, for leading negotiations on their behalf. The postholder may also be given responsibility for EMA as well as EPEA affairs.

The work is both demanding and responsible. Applicants should have experience in trade union negotiations and of trade union activities generally. They should have an understanding of the interests and aspirations of professional, technical, scientific, managerial and allied staffs. They should preferably have some experience of representing them. They need to be able to communicate well, both orally and in writing; organisational and administrative abilities will also be an advantage.

The current salary scale ranges from £23,165 to £25,055. There is a contributory pension scheme.

Further details, or written applications, to:
The General Secretary
Electrical Power Engineers' Association
Station House, Fox Lane North
Chertsey, Surrey KT16 9HW

Applications must be received by the General Secretary by Tuesday, 17th December, 1985.



The Association of the British Pharmaceutical Industry the trade association representing manufacturers of medicines for human and animal use wishes to appoint an

EXECUTIVE OFFICER - CODES OF PRACTICE

to be responsible for administering three codes of practice concerned with maintaining high standards in the promotion of medicines for human and animal use.

The duties include:

- drafting correspondence in relation to complaints about the promotion of medicines
- the preparation of case papers for the committees responsible for adjudicating upon complaints, each of which has an independent legal chairman
- the drafting of minutes of meetings
- advising pharmaceutical companies on the requirements of the codes
- scrutinising a random selection of advertisements to check for compliance

The ideal candidate will be a graduate in law or a related discipline with an enquiring mind and the ability to write precise, clear, English.

Salary is negotiable at around £12,000 per annum and there are good conditions of employment.

Applications, accompanied by a curriculum vitae should be sent to:

Mrs J.E. Bunterfield
Personnel Manager
The Association of the British Pharmaceutical Industry
12 Whitehall London SW1A 2DY

Move into Management Opportunities Nationwide. c. £9,000

Our Client is recognised nationally as the leader in their field of specialist distribution. A policy of planned management development has created a number of vacancies at locations throughout the country.

The successful candidates, aged 23-25, will undergo an intensive training period, lasting up to 2 years, covering transport, warehousing, purchasing and stock control and will include periods in supervisory positions.

Applications are invited from men and women with management potential, the commitment to undertake extended training, probably at more than one location, and the drive and determination to succeed. Previous experience in distribution is not essential although knowledge of warehousing, stock control or possibly retailing could be an advantage.

Please write with full details of your career to date or telephone for an application form quoting reference: 1013.

Hales & Hindmarsh Associates Ltd.,
Century House, Jewry Street,
Winchester, Hampshire.
Tel: (0932) 62233
Search and Selection

CHIEF EXECUTIVE

for the ROYAL NATIONAL INSTITUTE FOR THE DEAF, a long-established, major charity concerned for the well-being of deaf people. The Institute runs residential homes and rehabilitation centres, funds medical research programmes and has a developing regional service.

The CHIEF EXECUTIVE responds to a Council of Management and is involved in policy formation. Responsibility covers direction of the Institute's affairs within agreed budgets, management of over 300 staff and the maintenance of effective relations with a variety of outside bodies.

A record of success in developing a large enterprise is an essential requirement. There must be an affinity with the aims of the Institute and knowledge of the voluntary sector is desirable.

The post is based in London. Terms are for discussion over £20,000.

Please send personal details in confidence to: Geoffrey Elms, CHARTY APPOINTMENTS, Victoria House, Southampton Row, London WC1B 4DH.

Charity
Appointments

Market Analyst

UK and European Retail & Consumer Markets

Management Horizons specialises in the development of profit improvement techniques working with major retail companies in the U.K. and continental Europe. Dynamic growth means we now require a Market Analyst to work as part of a close-knit team supporting our continuous research reporting programme. You will take responsibility for preparing detailed reports of UK and European retail and consumer markets for distribution to client companies. In addition, you will update our library and data resources and respond to data requests from client executives.

Your qualifications should include:

- Numeracy
- Good Degree
- A minimum of 1 year's experience in a commercial environment
- Good written English
- A European language would be an advantage
- High standards of presentation
- Ability to communicate with senior executives
- Age range 22-28

Starting salary £9-£11,000 including profit share. Please write with a full C.V. to:

Caroline Dunn, Project Manager,
Management Horizons Limited,
Ryde House, 251 Richmond Road, Twickenham,
Middlesex TW1 2EP.

CITY OPPORTUNITY LONDON AND MANCHESTER

Alcor Investments Limited, a leading firm of licensed dealers in securities, has three vacancies, currently, in their London office and three in the early New Year for a new office in Manchester.

Applicants should be well spoken/articulate, well educated, intelligent, determined and resilient. Preferred age group 25/40. Initially those selected will be trained as Dealers and, later on, when suitable, for Portfolio or Management.

In respect of the Manchester opportunity speak only to Ken Evans on 01-387 9111, for London Miss Julie Bishop on same number.

Superconducting Magnets for Medical Imaging

ENGINEERS

- Do you have the understanding and experience to help us translate physics and mathematical concepts into engineering reality?
- Would you like the opportunity to work with stimulating and like-minded colleagues in a challenging environment offering unrivalled project variety?
- We are pioneers and world leaders in the design and production of superconducting magnets for medical scanning.
- Our development budget for the coming year has just been doubled.
- As part of The Oxford Instruments Group plc our salaries and benefits are excellent and will not be a limiting factor.

Please telephone or write today with full career details to Marion Taylor:

Oxford Magnet Technology

Wharf Road, Eynsham, Oxford OX8 1BP Tel: 0865 880880

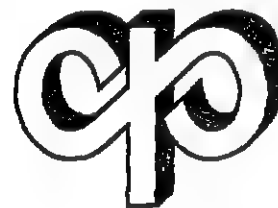
A member of The Oxford Instruments Group plc.

OXFORD

Personnel Compensation and Systems Specialist

Southern Home Counties

c.£18,000 p.a.



Our client is a major U.S. multi-national in the process industry. Their European operation is centred in the UK.

The job will encompass the maintenance of evaluated salary systems, based on HAY, compensation planning, research and forecasting and the maintenance/development of sophisticated computerised personnel information systems.

The vacancy has arisen through a promotion.

Aged 26-35, candidates must be graduates with experience of U.K. compensation including a good understanding of HAY/MSL (international compensation experience would be an advantage). Experience of and an aptitude towards computerised personnel systems is essential. Numeracy, computer literacy and creativity are essential in this role as is the ambition to move to more generalist personnel positions in the future. Please ring Mark Tullitt, on 01-491 4014 quoting ref 500M for a personal history form, or write to him at:

COURTENAY PERSONNEL LTD.

Management Selection & Personnel Consultants
3 Hanover Square, London W1R 3RD.

RECRUITMENT CONSULTANT THAMES VALLEY

We are seeking a consultant with a successful track record to develop our senior recruitment division in the Thames Valley.

We are a substantial agency group, part of a Public Company with 15 outlets throughout the Home Counties. Our Senior Recruitment Division is well established and the successful candidate will have the necessary entrepreneurial qualities, professional qualifications and experience to expand our business.

Initially the package will be in line with experience and success will be appropriately recognised and rewarded.

Please contact: Michael Blanford.

PERSONNEL SELECTION

NORFOLK HOUSE,

PANNELLS COURT,

GUILDFORD

Tel: Guildford 55353 (24hr answering service)

ESTABLISHED 18 YEARS

TELEVISION ANALOG DESIGN ENGINEER

Our client is a successful, established corporation who design and manufacture an internationally renowned line of video production mixers. Continued commitment to outstanding technical excellence and innovation has created a need for an

Reporting to the Director of Engineering, the successful candidate will provide creative and technically advanced analog circuit design for a series of industry leading products. In addition, this engineering professional will be in a position to directly contribute ideas and expertise to the evolution of these new products.

The individual we seek is a motivated, resourceful specialist with meaningful experience in analog circuit design for television studio equipment. Exposure to related systems and programming is highly desirable.

This is an extremely challenging, unique opportunity to directly contribute to the long term success of this dynamic corporation. Compensation consists of a competitive salary plus a substantial bonus plan and benefits package. To explore this opportunity further, please call or send resume without delay to:

Mr John Williams
F.W.O. Bauch Ltd.
49 Theobald Street, Boreham Wood, Herts.
01-953 0091

IMPERIAL COLLEGE

PETROLEUM RESERVOIR GEOLOGIST

The Department of Geology at Imperial College, University of London, has an immediate vacancy for a Petroleum Reservoir Geologist with recent industrial experience. Appointment will be made at SENIOR LECTURER level, and is supported by industrial funds for an initial period of 4 years. The incumbent will initially be responsible for developing courses in reservoir geology within the Petroleum Geology M.Sc. syllabus, and will work closely with the Petroleum Engineering faculty. He/she will contribute to undergraduate and postgraduate teaching, and will also be expected to pursue research in his/her subject and to maintain close contacts with industry. Salary, according to age and experience, within the scale of £14,136 to £17,705 (under review) plus London Allowance of £1,297 per annum and membership of USS. Applications with curriculum vitae and names of two referees should be sent to:

PROFESSOR N. STONELEY,
Department of Geology, Imperial College of Science and Technology,
Princes Crescent Road, London, SW7 2BP
(01-582 5111 Ext. 6502),
from whom further particulars can be obtained. Closing date 31st January, 1986.

French Speakers

TRAINERS: MEN'S FASHION. Fluent FRENCH plus German, Italian or Spanish, required in addition to an interest in fashion sales and purchasing to embark upon a career in this very interesting field. RESEARCHER able to draft perfectly in FRENCH (other European languages useful) for new post near Heathrow. A degree in political science, law or economics is a likely background as would be experience of E.E.C. legislation.

MARKETING and Public Relations experience allied to absolutely fluent FRENCH (preferably perfected or acquired whilst working in France) are the qualifications needed for a Computer Software market. Research project in France. £1,000 per month plus expenses.

MULTILINGUAL SERVICES

Recruitment Consultants

22 CHARING CROSS ROAD, WC2

01-836 3794/5

MLS

PRACTICE SECRETARY

Expanding Architectural Practice based in South Manchester, currently employing twenty-two designers, requires an experienced Practice Secretary to head up its Administration Section.

This is a demanding and responsible post which offers the opportunity to exercise proven management and organisational skills. It will require liaison with four Partners and direct responsibility for a secretarial staff of four. The candidate should have a sound knowledge of accounting and office procedures, a direct experience of microcomputer methods, and a high standard of shorthand.

Salary in the region of £10,000, negotiable.

Full curriculum vitae required.

Please reply to Box 2275 L, The Times.

EXPORT MARKETING ASSISTANT Start here for an exciting career in Export Sales/Marketing CENTRAL LONDON £9,000-£10,000

- Consider the facts...
- Colgate-Palmolive
 - A leading manufacturer of fast moving consumer goods.
 - A comprehensive, best selling product range.
 - A well established market presence.
 - A world of opportunity.
- Export Sales/Marketing
- Join a successful expanding team.
 - Train in all aspects of Export Sales and Marketing - providing full Head Office support to Area Sales Managers and their field sales activities.
 - Take responsibility for brand analysis, pricing, promotional activity, advertising, media planning and administration.

Now let's consider you...

- Educated to degree level
- Numerate
- At least 1 year's commercial experience ideally in Sales/Marketing
- Confident of your potential to progress.

Now the benefits...

Initial salary £9,000-£10,000 plus all the benefits you would expect of a large successful company including 25 days holiday and discount on Company products.

Start here...

Please write enclosing full C.V. or telephone for an application form to: Miss Melanie Higgs, Personnel Officer, Colgate-Palmolive Limited, 76 Oxford Street, London W1A 1EN or telephone 01-580 2030 Ext. 369.

Work towards the future with COLGATE-PALMOLIVE



GENERAL APPOINTMENTS

Trade 01-278 9161/5

UK SALES MANAGER

flexible packaging
Shropshire

Star Aluminium PLC, the principal UK subsidiary of a Zurich based multinational group of companies, Swiss Aluminium Limited, is now seeking to appoint a self motivated, career minded specialist as UK Sales Manager for their flexible packaging division.

Reporting to the Sales Director, the primary function of this appointment will be to profitably increase the sales of all the Company's packaging products. The person appointed will take control of the sales force - internally and externally.

Packaging experience would be beneficial and a proven sales management record is absolutely essential.

AREA SALES MANAGER

aluminium foil products
SW England and South Wales

Reporting to the Divisional Sales Manager, the prime function of this appointment will be to profitably increase the sales of all the Company's foil products throughout South West England and South Wales.

The confidence and maturity of mind to liaise with all levels of management will be necessary and a proven ability to sell is absolutely essential.

Ideally, applicants should already reside within the Bristol/Bath area.

Competitive salaries, car and other benefits normally associated with a large international group are available.

Candidates who have the determination to succeed in a tough industry, should write, including a detailed career history, to: Derek Newsome, Personnel Manager, at the address below.



Star Aluminium PLC

Stourbridge Road, Bridgnorth, Shropshire WV15 6AW

An equal opportunities employer

MAJOR HOUSING ASSOCIATION WORKING WITH THE SINGLE HOMELESS

DIRECTOR

LONDON Salary c £20,000

The association manages and develops self contained flats and hostels for single people of all ages in Central London. Funded by the Housing Corporation and local authorities, it has provided over 700 bedspaces since its foundation in 1973, and has a continuing development programme to build another 225.

The Director will work with the established management team, co-ordinating housing and financial management services, and having direct responsibility for the development programme.

Candidates will have held a senior position in housing, other public service or in business, and have proven staff and financial management experience. Annual turnover exceeds £1m.

The appointment will be effective from November 1986, as part of a planned re-organisation of the association's management structure. Candidates should be available to take up the appointment from August 1st, 1986, if required.

Write for further information and an application form to Ref SH, 4 Wesley Square, London, W11 1TP.

Closing date for applications December 6th 1985.

The association is an Equal Opportunities Employer.

SALES MANAGER HYDRAULIC PRESSES

P J Hare Ltd, leading manufacturing in the UK of high speed hydraulic production presses, seeks top flight sales manager to succeed retiring director. Successful applicant will have a sound engineering background, a proven record in technical sales management, and will probably be between 30 and 40 years of age.

Since it was founded in 1947 the Company, which currently employs 65 people, has built up a reputation for innovative design, sound manufacturing quality and an excellent customer service resulting from selling direct to industry. The new manager will be building on these firm foundations and expanding the Company's sales in the UK and Eire with a new product range that has already opened up fresh markets. He/she must be a good communicator and able to direct and lead his/her small team of experienced sales engineers from the front. Excellent salary and benefits.



Apply with detailed CV to:
W S Hare, P J Hare Limited
Wington, Bristol, Avon BS18 7NL

FOR SAUDI ARABIA

Following positions are available
for a Telecommunication project

No.	Job Title	Qualifications	Experience
126	Technician - MNC Operations	Telecommunication School Graduate	3 years
127	Technician - MNC Transmission	2 year Technical Diploma	3 years
128	Technician - Hardware/Software	Technical Institute Graduate	3 years
129	Specialist - Teletraffic/Software	Technical Institute Graduate	3 years
130	Specialist - Long Distance	Technical Institute Graduate	3 years
131	Operation and Maintenance Administration (Planning)	Electrical or Electronic Graduate	3 years
132	Engineer - Long Distance Operation and Maintenance Administration (Coastal Cable)	B.Sc. in Electrical or Electronic Eng.	3 years
133	Engineer - Long Distance O & M Administration (Intercontinental)	B.Sc. in Electrical or Electronic Eng.	3 years
134	Technician (Coastal Cable)	Technical School Graduate	3 years
135	Technician (Coastal Station)	Technical School Graduate	3 years
136	Specialist - International Network Operation	Secondary School Certificate	3 years
137	Specialist - International Network Tariff System	B.Sc. in Electrical or Electronic Eng.	3 years
138	Specialist - International Network Facilities Engineering/Planning	B.Sc. in Electrical or Electronic Eng.	3 years
139	Specialist - Long Distance O & M Admin. (Tele. Network)	B.Sc. in Electrical or Electronic Eng.	3 years
140	Specialist - Teletraffic Planning	B.Sc. in Electrical or Electronic Eng.	3 years
141	Specialist - Teletraffic Planning	B.Sc. in Electrical or Electronic Eng.	3 years
142	Specialist - Teletraffic Planning	B.Sc. in Electrical or Electronic Eng.	3 years
143	Specialist - Teletraffic Planning	B.Sc. in Electrical or Electronic Eng.	3 years
144	Specialist - Teletraffic Planning	B.Sc. in Electrical or Electronic Eng.	3 years
145	Specialist - Teletraffic Planning	B.Sc. in Electrical or Electronic Eng.	3 years
146	Specialist - Teletraffic Planning	B.Sc. in Electrical or Electronic Eng.	3 years
147	Specialist - Teletraffic Planning	B.Sc. in Electrical or Electronic Eng.	3 years
148	Specialist - Teletraffic Planning	B.Sc. in Electrical or Electronic Eng.	3 years
149	Specialist - Teletraffic Planning	B.Sc. in Electrical or Electronic Eng.	3 years
150	Specialist - Teletraffic Planning	B.Sc. in Electrical or Electronic Eng.	3 years

Those fulfilling above conditions can join duty immediately in the event of selection, should send their applications within 30 days of this advertisement accompanied by a detailed resume and photocopies of educational and up-to-date experience certificates to:



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P.O. BOX 41811, RIYADH 11531
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Regional TV East
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£15,747

(1 year contract)

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The main commitment will be to the nightly news magazine *Look East* but there will be opportunities to service network television.

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Lincoln

£9,909 - £13,420

Plus allowance of £971 p.a.

We are looking for a young and enthusiastic journalist to join our news team in covering one of the biggest and most diverse counties in Britain. We need someone with good journalistic experience at sub-editor or reporter level to join a new team working primarily in the preparation and production of the station's news output and current affairs programmes: this includes newsreading, interviewing and reporting and, in addition you may be required to produce feature programmes and take part in announcing duties. You must have a good microphone voice, current driving licence, reliability and enthusiasm. (Ref. 6392/T)

Relocation expenses considered for permanent post.

Contact us immediately for an application form (quote appropriate ref. and enclose s.a.e.) BBC Appointments, London W1A 1AA.
Tel. 01-427 5799.

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Materials Manager

Salary Negotiable Company Car

Belling & Company Limited is a successful private company with an established reputation as manufacturers of domestic electrical cooking appliances and are located in Enfield, North London.

Following a reorganisation within the company we are now seeking to appoint a Materials Manager, who, reporting to the Production Director will have the total responsibility for all aspects of purchasing, production planning, scheduling and inventory control.

Candidates must be able to demonstrate sound experience of the above aspects of materials management in a manufacturing environment. You will be aged 28+ with an innovative professional approach, accustomed to working under pressure and a proven ability to implement ideas effectively.

In return we offer a competitive salary plus a company car, Pension Scheme and BUPA membership. Please apply with detailed CV to Edward Runciman, Company Personnel Manager, Belling & Co. Ltd., Bridge Works, Southbury Road, Enfield, Middlesex EN1 1UP.

Belling

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The City has been transformed in recent months and expansion will continue in the decade ahead.

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Working closely with Senior Consultants you will sell a thorough grounding in current trends, financial techniques etc. and use this expertise in dealing with both applicants and clients.

You must demonstrate commercial awareness, a familiarity with the financial sector and a desire to promote City related careers.

The Group is renowned for providing an outstanding level of service and offers opportunities for early promotion and high rewards.

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01-439 8477

Carrington House,

238 Regent Street, London, W1.



City Recruitment Consultants

Tel. 01-439 8477

HERTFORDSHIRE GROUNDWORK TRUST

Executive Director required to head
groundwork in Hertfordshire

Salary in the range £16,500 - £17,500

The role of the Executive Director will be to develop a new charitable trust in Hertfordshire and to motivate, co-ordinate and help develop programmes of environmental improvement by public, private and voluntary sectors.

The successful candidate must be able to engage all sectors of the community at county and local level in supporting the work of the trust. The ability to obtain results in tight timescales and to communicate effectively at all levels will be essential qualities, as will the ability to promote the groundwork approach and to generate income from fundraising and trading activities which are conducive to the trust's purposes.

To receive full details of the post on offer please telephone 0992 555237 or write to:

Tim Gilligan, Chairman, Hertfordshire Groundwork Trust,
c/o County Planning Department, County Hall, Hertford, SG13 8DN.

Closing date for receipt of applications is Monday, 2 December, 1985.

Management Consultants

The U.K. Division of H. B. Maynard & Company, the widely respected international management consulting practice, is seeking high calibre additional staff to meet client demand for their professional services to management. The client list is broadly based, covering a wide range of industrial organisations and the requirement is for staff who are capable of working with management at all levels on demanding and highly stimulating assignments.

Successful applicants will be graduates or equivalent, probably in an engineering based discipline, who have had a good career progression in staff or line management positions.

There are immediate vacancies for:-

- a senior manager to develop the existing plant maintenance consultancy around well proven concepts,
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We offer attractive salaries, company car, pension and life insurance cover.

H. B. MAYNARD INTERNATIONAL,
Management Consultants,
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Let's talk convergence...

Our client is a major European company with a dynamic range of information products and services producing worldwide revenues calculated in £Billions. With a product range that is constantly being updated and a research and development programme that is second to none, the company has achieved market awareness and penetration quite unrivalled by any of its competitors.

From this unique position of strength, the strategy for massive expansion of the Company lies in Information Technology through the achievement of convergence ideals with exciting leading-edge developments and market leadership in the supply of networked business solutions.

A total commitment to this programme for growth will be spearheaded by a team of National Account Managers, sales professionals capable of conducting the company's business in Government and Defence, and the major companies, institutions and corporate bodies of the UK.

This key role of National Account Manager demands:

- a record of sales success in a related industry
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- related business experience, product knowledge, and market awareness
- strength in strategic planning and creative innovation
- ability to manage and develop £multi-million accounts, leading from the front to achieve the business objectives and ensure customer satisfaction

Qualified have been retained to manage the selection of candidates for these high-profile appointments, all of which offer unrivalled career opportunities within a rapid growth environment. Appointments are Central London based and relocation assistance will be provided where necessary.

Interviews will be held in London.

If you believe that you satisfy the very high standards outlined above, we would like to hear from you on our client's behalf, but through direct application only.

For further details, please write, in confidence to me, Peter Nicholson, enclosing full CV.

National Account Management in Information Technology Sales

Specialists in information technology recruitment
Quest House, Grove Heath Road, Ripley, Woking Surrey, GU23 6ES.

BILINGUAL MARKET RESEARCHER

International organisations based in London, requiring a bilingual market researcher to work in the Marketing Research Department.

The successful candidate is expected to be fluent in French, English and Spanish, with a proven track record in conducting market research in the UK and abroad. The position involves a high level of responsibility and a fast-paced, challenging environment.

Applications form and job description from: David Green, Personnel Manager, 10 Marlborough Street, Bristol BS1 2HP. Closing date: 1st December.

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Written applications & CV's to: Susan Armitage, Travel Consultants, 42-44 Earl's Court Road, London W8 6EL.

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(National Charity, W1)

Medical research/welfare charity requires sound, competent Bookkeeper/Accountant - not necessarily qualified - with broadly based experience to trial balance and ideally beyond. Responsible to Director and Hon. Treasurer for book-keeping accounts and liaison with principal branches. Small support staff. Ideal age late 40s/early 50s. Salary up to £10,000 p.a. Write of telephone Managing Director, Mason's Executive Selection, 100 Baker Street, London W1. 01-355 6381 (Agt).

WANTED: A painting contractor with 10 years experience in a variety of up-to-date painting and decorating work. Please send details to: 01-450 1144.

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GENERAL APPOINTMENTS Trade 01-278 9161/5

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JUNIOR RESEARCH CONSULTANT

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MR MARCO CASTIGLIONE
DATABANK S.P.A.
VIA DEI PIATTI, No 11
20123 MILANO, ITALY

PRODUCTION ENGINEERING (FOR HIGH FLYERS)

A market leading British engineering Group whose products are supplied predominantly to the Vehicle Industry seeks to appoint four Production Engineers who will be specifically groomed for Senior Management appointments in the years ahead.

Candidates should be in their late 20s or early 30s and be educated at least to B.Sc.Eng. level or its equivalent. They should also be able to demonstrate the beginnings of a Managerial career in the Engineering Industry.

Various work locations in England are involved.

In the first instance, applicants are invited to submit a detailed C.V., and interviews will only be granted to those who are able to demonstrate on paper, that they are capable of a first-class presentation of their personal history and work record.

B. H. HALLAM, FIPM, FIDR,
Chief Executive,
Alpine Recruitment Consultants,
Albion Chambers, 1 High Street,
Leighton Buzzard, Beds. LU7 7DW.

• undermentioned post is available with a Midlands based engineering Company. On their behalf we invite applications from fully experienced candidates.

APPLICATIONS ENGINEER

To become conversant with the performance of Group products and to provide technical information on their proper application.

To play a role in the development of new products by understanding marketing requirements and translating these into product specifications.

To provide specialist support to field sales activities. Qualification to degree or equivalent with an Engineering apprenticeship or an undergraduate training programme by which C.Eng status will be achievable.

Product training will be given. Experience of auto braking equipment would be an advantage, although duties will not be restricted to this field.

Please send written details in the first place in return for further information:

B. H. Hallam, FIPM, FIDR,
Chief Executive,
Alpine Recruitment Consultants,
Albion Chambers, 1 High Street,
Leighton Buzzard, Beds. LU7 7DW.

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A subsidiary of Britain's fastest growing publically listed company in a very specialised sector of the electronics industry requires a seasoned, hands-on Manufacturing Director to direct the transfer of its existing manufacturing industry operations into a new, high efficiency facility and manage the planned future rapid growth of output.

Candidates over 30 must have at least 5 years relevant electronics assembly management experience in both small scale flexible production and high volume output units. Experience with manual, automatic insertion and surface mount technologies plus computerized production control methods is essential. A formal qualification is desirable but experience will be the ultimate deciding factor.

The package of salary, results based bonus, share options, car, pension and career prospects will satisfy the very best. Relocation assistance to glorious Gloucestershire will be provided.

Send application in strictest confidence with full CV detailing career, salary progression, age etc, to:

Donald Blackwell & Associates
Coworth Park House
Coworth Park
Ascot, Berks.

Can your skills meet the manufacturing challenge?

As the largest and one of the fastest-growing management consultancy firms in the UK, Coopers & Lybrand Associates is in the forefront of developments in the manufacturing sector. Our manufacturing and distribution management group provides a wide range of consulting services to clients in the manufacturing and service industries. Advising on all aspects of manufacturing strategy and general production management, we assist our clients in the development and implementation of manufacturing and distribution systems and undertake advanced manufacturing technology projects. It's a complex and fiercely competitive environment - in which demand for our specialist consulting services has rapidly expanded.

Continued growth in our North-West region means that we need to make additional appointments in the area of production management. The assignments are wide-ranging and will involve you in production engineering, productivity improvement, strategy and organisational work. In addition, we require further expertise in the area of manufacturing systems, where you can expect to play a major role in systems review, development and implementation.

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Match up to our requirements and you can anticipate rapid career development. If you feel you can manufacture solutions in this vital management area, please send a full career résumé with a daytime telephone number and quoting Ref. T05/20 to Brian Waite, Coopers & Lybrand Associates, St. James's House, Charlotte Street, Manchester M1 4DZ.

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Extend your sales horizon with the quiet giant

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If the paragon we have been describing is you, you owe your career a short telephone conversation with David Woolf on 01-231 7275. Alternatively, please send him your CV, and don't forget that Christmas is rapidly approaching!

Juniper Wolf Consulting Partners,
22 New Concordia Wharf,
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London SE1 2BB.



SEARCH & SELECTION - RECRUITMENT ADVERTISING

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In first instance apply in confidence with CV to:

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Elgin House, St George's Ave.,
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The package of salary, results based bonus, share options, car, pension and career prospects will satisfy the very best. Relocation assistance to glorious Gloucestershire will be provided.

Apply in strictest confidence with full CV detailing career, salary progression, age etc., to:

The Managing Director
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Link House, Works Road
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GENERAL APPOINTMENTS ☎ Trade 01-278 9161/5

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The Manager will be responsible for alerting the Market to the computing services available from the Corporation, provide information on a wide range of systems and facilities available from outside suppliers and act as a focal point for Market reaction and requirements.

An extensive and in-depth knowledge of the Market operations and the people within it are vital as are highly developed communication skills and a credibility based on knowledge and technical experience.

The rewards both in job satisfaction and remuneration are excellent.

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MAS will be making a number of key staff appointments to U.K. and overseas posts on both a permanent and fixed term contract basis. Applications are invited from qualified persons with substantial technical/professional or managerial experience in the agricultural, agro-industrial and natural resources sectors of developing countries. Consideration will be given to appointment at Director level in appropriate cases.

OPPORTUNITIES FOR CONSULTANTS

MAS would like to hear from freelance professional consultants interested in being included in the company's register on either a retained or fully independent basis.

Please write, enclosing a curriculum vitae, to Dr Martin Evans, Managing Director, MAS Ltd, Demeter House, Station Road, Cambridge CB1 2RS, England, indicating the type of appointment sought and explaining your particular interest in it.

All replies will be treated in the strictest confidence.

MAS

MACDONALD AGRICULTURAL SERVICES LTD

Specialists in Agricultural and Rural Development

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We are seeking to enhance our ability to provide an effective interface between ourselves, as the software factory, and our colleagues in the Sales operations throughout the world. In particular, we are looking for commercially aware individuals who are able to assist both the factory and the field in meeting objectives for product sales; contribute to customer visit programmes; and manage themselves and Hewlett-Packard's commitments with professionalism. You will probably be educated to degree level and have worked in a pre-sales, marketing or support environment, have excellent communication skills and be looking for the opportunity to broaden your skills base and visibility.

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Our technical support and training professionals provide the technical link between the factory and the field support teams for specific product lines - in terms of problem analysis and resolution, feedback and testing on product efficiency and acceptability, technical advice and training.

The best engineers we have are those who can think logically, rationalise and solve problems, communicate effectively whilst taking account of their listener's technical competence. You should be qualified to degree level and have at least 18 months' experience in a pre- or post-sales, high-tech environment.

All the above posts are based at our Office Productivity Division headquarters at Pinewood, near Bracknell in Berkshire, but as we have worldwide responsibility for Hewlett-Packard Office Products, will involve some travel overseas. In addition to the salaries quoted, there is a full and valuable benefits package.

To find out more, ring Charlie Reames (Ms) on Wokingham (0344) 773100 or send your full cv to her at Hewlett-Packard Limited, Nine Mile Ride, Wokingham, Berkshire RG11 3LL.

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Mr John Nicholson,
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COMMITTEE OF VICE-CHANCELLORS AND PRINCIPALS
OF THE UNIVERSITIES OF THE UNITED KINGDOM

Assistant Secretary

(Salaries and Industrial Relations)

The Committee of Vice-Chancellors and Principals of the Universities of the United Kingdom invites applications for the above appointment.

The post carries responsibility for servicing salaries negotiating committees and an industrial relations advisory service to universities. Some 100,000 people within the universities are covered by the various agreements. The person appointed will be Secretary of the Universities Committee for Non-teaching Staffs, the University Authorities Panel (the body concerned with non-clinical academic and related staff) and the management side of the Clinical Academic Staff Salaries Committee, and also undertake relevant work as an Assistant Secretary of the Vice-Chancellors' Committee.

Applicants should have a wide knowledge of salaries negotiation and industrial relations work, and experience of the formulation of long-term policies in this field.

The post is supernumerary under the Universities Superannuation Scheme and will carry a salary of not less than £25,000 per annum including a London Allowance.

Further particulars of the post may be obtained from the Secretary General of the Committee of Vice-Chancellors and Principals at 28 Tavistock Square, London WC1H 9EZ, to whom applications should be made not later than 6 December 1985.

WYCOMBE HEALTH AUTHORITY

UNIT

GENERAL MANAGER

£15,000 - £21,000

Readvertisement for Amersham Unit

The Wycombe District, set in the Chiltern Hills, is looking for a Senior Manager who will join the District's Senior Management Group and have personal responsibility for the efficient and effective performance of the Amersham Unit which provides an acute hospital service of 253 beds with 390 staff and a budget of £4.4m. Amersham General Hospital is scheduled for major development, which will increase the total bed complement and also extend its range of patient care services.

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Roy Darby, District General Manager, will be pleased to discuss the posts informally on High Wycombe (0494) 26181, Ext 213. Further information and details of how to apply available from District Personnel Department (Ext 291) at Oakgrove, Shrubbery Road, High Wycombe, Bucks, HP13 8PS.

Closing date for application: 6 December, 1985.

Business Graduates Association Director

The Business Graduates Association wishes to appoint a Director to take executive and advisory responsibility for running the activities of the association.

Leading a small team, the Director will be responsible for: liaising with industry and Government at the highest level to understand their management training needs; reflecting these needs to Universities and Business Schools; preparing, commissioning and publishing research into subjects relevant to the Business Graduates; assisting with the production of the Journal of the Association and other publications; marketing and revenue generating activities. Although ideally we wish to make a full time appointment, the Committee would consider part time alternatives. Salary and terms of employment are negotiable but will be commensurate with the appointment. Please write, in the first instance, giving details of your career to date to The Chairman, The Business Graduates Association, 28 Margaret Street, London, W1N 7LB.

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01-222 8872

General Manager Computer Operations £20 - 25,000

Could you wear this hat for a leading Retail Group? The company has both centralized and distributed Data Processing systems, connected by a telecommunications network, has several years' experience in this field, and wants to strengthen its management team. Between £20,000 and £25,000, with commensurate benefits, is offered to the right candidate.

As GCMCO you will be responsible to the Financial Director for the operation of all computer and telecommunications systems. You already have experience of large, terminal-oriented systems, preferably in the Retail or Distribution industries, and can demonstrate the ability, enthusiasm, and flair to manage, motivate, and develop the Computer Operations Department and ancillary services with a staff of twenty to thirty people.

Success in this key appointment will lead to promotion as Executive Director, in which case you will be expected to keep the Group Board informed of the efficiency of the system and of the benefits to be obtained from new developments, and to promote the effective use of new technology.

The Company is an enlightened employer with good conditions of service and staff discount scheme. Relocation expenses will be paid.

If you can see yourself in this challenging and exciting post, apply, with full CV, to Mrs S. E. Trigger, Consultancy Techniques Limited, 63 Burgate, Canterbury, Kent, CT1 2HJ.

A BACKGROUND IN SALES

AGED 21/41 YRS. For the selling of a range of products, a NATURAL talent is essential. Telephone 01-437 0781. CLEVELAND (0202) 814071. BRADFORD (0547) 481406. SHEFFIELD (0114) 212 0072. BRISTOL (0272) 21 1038. MILTON KEYNES (0506) 890000. LONDON (01) 445 1994. MANCHESTER (061) 850 8865. LEEDS (0532) 560010. EDINBURGH (031) 226 6381. LEICESTER (0533) 544193. OUR SERVICE IS FREE.

TOP LONDON BROKERAGE

(Former One Sponsor)

The opportunity exists for a person with no capital outlay to join a leading London brokerage firm. High earnings, good benefits, and a challenging environment. A full training and support package is provided. A good career opportunity.

Call: MICK TUPPER on 01-406 8233

Redundant - or just looking?

Our career counselling and job search services are individually tailored to meet the needs of senior executives (men and women) in mid-career, and get results - guaranteed. Phone -

London (01) 499 0321 Bristol (0272) 211967 Guildford (0483) 575080 Salisbury (0295) 50686 Hong Kong (85) 212511

SAS Search and Assessment Services Ltd Head Office: 25 High St. Ryebarry OX18 8TG

The need to develop new products and new applications in the field of advanced polymeric material has created openings for

Chemists or Chemical Engineers

at our European Headquarters in Geneva.

The positions require:

- University degree, Doctorate preferred
- Background in surface chemistry, organic materials and/or textile fibre science desired
- Interest in applied research
- Working knowledge of English, German and French
- Age preferably below 30

We offer:

- Challenging work assignments in dynamic and growing fields of technology
- Career prospects based on performance
- Attractive working conditions
- Relocation assistance for people not living in or near Geneva.

SWISS OR HOLDERS OF VALID WORK PERMITS PREFERRED

All applications will be acknowledged and treated in confidence. Please write to:

T 18-118491 Publicitas
CH1211 Geneva 3
Switzerland

Eurobond Trader/Linguist Capital Markets

Deutsche Bank Capital Markets Limited seeks to employ an experienced Eurobond Trader who is also an accomplished linguist fluent in English/Italian/German/Swiss-German and French.

If you have a significant contribution to make to Deutsche Bank Capital Markets then we will negotiate a remuneration package which will attract the best talent available in the market.

Applications, enclosing full details should be sent in strict confidence to:

Richard Austin-Cooper, Head of Personnel,
Deutsche Bank Capital Markets Limited,
150 Leadenhall Street, London EC3V 4PL.



Deutsche Bank Capital Markets Limited

GENERAL APPOINTMENTS

Trade 01-278 9161/5

THE DECISIVE STEP

Eric Krauthammer (UK) Limited is part of Europe's largest institute in specialised business management and sales training. The Group started in Switzerland and now employs approximately 50 highly qualified training specialists in eight countries. Training courses have been developed in six languages.

We now have an increasing number of instructions - as a direct result of quality of training courses, training consultants and references - which means we now need an ambitious

'WINNER'

aware of living in an age of transformation in which your own decisions determine your own future and ready and able to take the decisive step. To fulfil the requirements of increased demand for our services we are looking for a dynamic man or woman to manage and to promote our intensive training. He or she will be:

- between 30 and 38 years of age,
- a graduate of university and
- have at least 5 years experience in management or sales. The ability to adjust oneself to permanently changing conditions and to make the ultimate demand of quality of oneself will be essential. Specific knowledge or experience of training is secondary.

After a thorough training (at our European head office in Geneva, Switzerland) he or she will:

- independently execute training programmes with large industrial and service companies and
- negotiate with clients at the highest level with regard to new projects.

As a training manager with Eric Krauthammer (UK) Limited, we offer a young (sales) manager seeking a challenge, a basis to grow. An attractive salary and opportunities for advancement will increase the incentive while working with a young and motivated team. If you would like to learn more, send us your curriculum vitae together with a photograph, in confidence - within ten days - for the attention of Mr Ron J.C. Weil, international project manager.

ERIC KRAUTHAMMER (UK) Limited
Greiner House, 173 Kingston Road, New Malden, Surrey KT3 3SE.
Tel. 01-948 5887, telex 267 778

- Geneva
- Zurich
- Bern
- Paris
- Lyon
- Amsterdam
- London

EKSA
ERIC KRAUTHAMMER TRAINING

PETERBOROUGH HEALTH AUTHORITY UNIT GENERAL MANAGERS

If you are prepared to take full advantage of opportunities offered by the introduction of general management, and to accept total operational accountability, in a period of exciting change, of one of the following:

CENTRAL UNIT: budget £21.5m, Staff 2045 W.T.E., for £20,000 plus pa,

OR
PERIPHERY AND COMMUNITY UNIT: budget £9.5m, Staff 951 W.T.E. for £17,000 plus pa, then we would very much like to hear from you.

We can offer Board membership and comprehensive backing: you must provide imagination, commitment and personal responsibility for securing positive and effective action to obtain the highest standards of patient care by the efficient use of resources in this innovative District.

You will need to show us a record of sustained achievement in a large, complex, multi-disciplinary organisation, and to back that up with leadership and motivational skills for the introduction of extensive management changes.

Appointments will be for a fixed term of 3 years, extendable by mutual agreement, salary negotiable: medically qualified appointments will be remunerated in accordance with HC(85)9.

If you feel you can handle all this, and wish to discuss the post informally, then telephone Alan Burns, District General Manager, on Peterborough 51461, extension 41.

For an Information Package and Application Form, returnable by 13th December, 1985, contact Tony Prime, Director of Manpower and Personnel, extension 44.

Cleveland Technology Support Group Limited

This challenging new company has been established to provide counselling and advisory services to help companies develop technologically, stimulating innovative initiatives, introducing new products and processes, promoting technology transfer and assisting in finding necessary finance for development. Directed towards widening the industrial skill base of the region and promoting stable economic development, the company is initially sponsored by Cleveland County Council and the department of Trade and Industry under various EEC and government schemes. The company aims to become a major force in technical consultancy and information services in a relatively short time scale.

Applications are invited from well experienced and suitably qualified people to participate in this exciting new initiative in the field of technology transfer, technical consultancy and information. Applicants must have enthusiasm, drive and perception as well as strong communications and interpersonal skills to allow a quick rapport to be developed with clients from many different situations and backgrounds. Successful applicants will be strong lateral thinkers being able to quickly define problems and identify solutions in situations where the real problems may be obscured.

TECHNICAL CONSULTANT to stimulate innovative thinking both in existing companies and entrepreneurs, providing technical counselling and advice on product development and production processes to clients in a wide spectrum of industry. Salary negotiable c. £14,000.

INFORMATION OFFICER to establish and maintain relevant technical and industrial data-bases with related information on markets and financial assistance in support of the encouragement to companies to expand their business horizons. Salary negotiable c. £11,000.

ASSOCIATE CONSULTANTS to join a register of consultants providing ad hoc technical consultancy within their field of specialism according to defined needs of clients.

Please write and tell us about your career to date and why you would like to participate in this new initiative.

Manager: Cleveland Technology Support Group Limited, 2a High Force Road, Riverside Park, Middlesbrough, Cleveland TS2 1RH.

Energy Resources Manager Multi-site operation

British Bakeries Limited, a division within Rank Hovis McDougall, one of Britain's largest food groups, require an Energy Manager.

This is a new post, which provides the opportunity to initiate, plan and guide the implementation of programmes and systems to improve the utilisation of energy resources in a multi-site operation.

Ideally, we require a Graduate and/or Chartered Engineer with experience in process industries, preferably in an energy conservation role. The applicant should be conversant with process accounting and associated computer systems. Self-motivation is essential plus the ability to evaluate commercial options and to communicate at all levels. Extensive travel within the United Kingdom is required.

The commencing salary is negotiable and a Company car is provided.

Please write, giving details of your qualifications and experience, or telephone for an application form, to: Personnel Administration Manager British Bakeries Ltd, RHM Centre, Alma Road, Windsor, SL4 3ST. Telephone: 0753 857123

BRITISH BAKERIES

FINANCIAL & ACCOUNTING APPOINTMENTS

Newly/Recently Qualified Accountants

British Maritime Technology Ltd. is an independent commercial consultancy which carries out high-technology consultancy and research for both industry and government. The company is structured into seven divisions, each operating as a profit centre, and employs 500 staff on four sites. Following a recent merger, the Finance Department has been reorganised creating these two attractive opportunities at our offices in Feltham, Middlesex.

Systems Accountant - c. £15K

Reporting to the Head of Finance, the Systems Accountant will be responsible for the implementation, development, and maintenance of the company's accounting and management information systems. The installation of this system, based on a multi-computer operating in a multi-site network environment, has just recently been completed. Key tasks will be to carry out a review of the installation, implementing further packages, and developing the system, as well as undertaking ad hoc assignments in support of headquarters staff.

Applications are invited from recently qualified accountants with previous experience of computerised accounting systems.

Regional Accountant - c. £15K

Also reporting to the Head of Finance, the Regional Accountant will be responsible for:

- Ensuring the accuracy of the monthly management accounts for Divisions based in the Southern Region. This will involve close liaison with project leaders on estimating project costs, cost control, and valuing work in progress.
- Supervising the team responsible for processing all financial and management data at our three southern sites, using a recently installed computer system.
- Ad-hoc assignments in support of headquarters staff.
- Preparation of monthly and statutory accounts for a subsidiary company.

Applications are invited from accountants who have recently qualified or who are about to qualify, and have had experience of staff supervision and contract accounting using computer based systems.

Other benefits for both positions include a low cost pension scheme, subsidised staff dining room, and relocation assistance.

Please write with full CV, to: Peter Bradfield, Personnel Officer, British Maritime Technology, Faggs Road, Feltham, Middlesex TW14 0LQ. Tel: 01-899 8889 (ext. 405).

BMT
British Maritime Technology

Gabriel Duffy Consultancy

AUDIT - FINANCIAL SERVICES

Some of the most prestigious names in the City of London today are keen to talk to audit professionals with sound DP experience, to strengthen their internal audit and operational review functions in readiness for the "Big Bang" next year. The opportunities range from Systems Audit with a US Bank to Head of Audit with a Merchant Bank. All carry excellent starting salaries and extensive benefits packages, including substantial mortgage subsidies. Contact Derek Smith on 01-623 3185 (day) or 01-444 3563 (evenings and weekends).

UK TAX ADVISER

This major international bank has created a new London based group to research and develop financial packages and projects. An opportunity exists for dynamic UK tax specialist to join this team and advise on the tax efficient projects. This demanding and high profile role requires a superior candidate with a lively personality and entrepreneurial approach. In the first instance please contact Fran Friedman on 01-623 3185 (day) or 01-360 7802 (evenings and weekends).

MANAGEMENT CONSULTANCY

We are able to offer opportunities in London, Birmingham, Manchester, and Southampton to ambitious graduate Accountants who can demonstrate fast-track career success in manufacturing, computers, financial services and the public sector. Wide variety of assignments, some involving overseas travel, are available. For further information please write to Don Leslie at the address below, or telephone him on 01-623 3185 (day) or 01-364 5229 (evenings and weekends).

Gabriel Duffy Consultancy 17 St. Swithins Lane, Cannon Street, London, EC4N 8AL.

SALES AND MARKETING APPOINTMENTS

IMMEDIATE START IN PUBLISHING

Bloomsbury Publishing House requires additional Advertising Executives to sell advertising space in a wide range of specialist publications for various professional bodies. The successful applicants will be trained to communicate at Director level and will be expected to have their initiative and the will to succeed to achieve £20,000 per annum.

PLEASE CALL STEPHEN CARNOLL ON

01-833 2593
Highwood Publications
Limited

APPOINTMENTS

BRISTOL AND WESTON HEALTH AUTHORITY DISTRICT MANPOWER MANAGER

Scale 22 £18,014-£22,185
This key post is directly accountable to the District General Manager and carries membership of the District's Group of Executives.

The Authority employs over 7800 (WTE) staff and has a revenue budget of approximately £24m. The successful candidate will be responsible for developing and managing a comprehensive manpower strategy including manpower development, performance review programme, manpower planning and the co-ordinated development of personnel policies.

Applicants must be able to demonstrate relevant skills and experience in one of the major fields of management and would be expected to be professionally qualified. Experience will be placed on the possession of the inter-personal skills necessary to produce results and meet objectives in a demanding and changing environment.

Application form and job description from District General Manager, Department, Bristol and Weston Health Authority, 10 Marlborough Street, Bristol BS1 2SR. Closing date: 6th December.

one to one International Major Account Salesperson

On target earnings approx. £28,000 p.a. plus company car and private health insurance

ONE-TO-ONE Inc. is undergoing rapid expansion in the UK and overseas markets. Based in Chelsea, we provide an advanced business communications service. We require an International Major Account Salesperson to be responsible for establishing ONE-TO-ONE in the Middle East. Sales will be achieved through the appointment of local agents and through direct sales to major companies. The right applicant must be responsible, determined, have good presentation, a knowledge of the communications and computer markets, and be a maximum age of 35 years. Experience of selling to major management in the Middle East is essential. A friendly, persuasive manner combined with a flexible, consultative approach are necessary. Existing contacts in these markets would be helpful.

The job is based in London and the successful applicant must be willing to travel for approximately two weeks every month. Please write in the first instance, including a comprehensive CV, to: Ann Butterfield, ONE-TO-ONE Inc., Scorpio House, 202 Sydney Street, London, SW3 6NL.

A CAREER CHALLENGE

FPS (MANAGEMENT) LTD

We have an opening for 4/5 ambitious, career-minded individuals, aged 23+, in the exciting world of finance and investment. Essentials are self-motivation, application to hard work, and ability to absorb new ideas rapidly in wide-ranging fields, including, Taxation, Investments, Insurance, Mortgage and Pensions.

This is a highly rewarding opportunity with excellent promotion prospects due to our aggressive expansion programme over the next six months.

In the first instance, please telephone: 01-240 9035 or write with full CV to FPS (Management) Ltd, 12-13 Henrietta Street, Covent Garden, London, WC2E 8LH.

For further details speak to
Nick Tammit



SENIOR CREDIT ANALYST

A leading international investment group requires a senior credit analyst to specialise in financial analysis of U.S./U.K. broker/dealers, corporates, governments and financial institutions to include monitoring of U.S. domestic and international money markets/client positions. Specialised financial experience in U.S. Capital and Money Markets, technical expertise in U.S. and international commercial and investment banking operations, and thorough knowledge of U.S. Government Securities market and methods of hedging and financing positions in these money market instruments, including Repurchase Agreements, Swaps, Options and Financial Futures is required. Ability to present written and oral credit evaluations to Management essential. Applicants should be familiar with regulatory authorities' requirements, be educated to MBA standard and have a minimum of 5 years' specialist financial analysis experience. Salary circa \$45,000. Please write in strictest confidence, enclosing curriculum vitae, to:

Box 1806 N The Times

ONE OFF GRADUATES £10,000

Our clients, American companies in London, are looking for dynamic, bright young graduates who are looking to start careers in the following fields:

- US Investment Banks
- Commodity Brokers
- Management Consultants

You must be hard working, lively, numerate and ambitious. Languages useful as well as typing. Age 21-24. Please call us on 01-581 3977, 589 9999 or 584 8833 to arrange interview.

TM INTERNATIONAL
50 Hans Crescent, London, SW1
(Recruitment Consultants)

GERMAN/ENGLISH - see our website
208 9922. Languages: staff only.
208 9922.

BADENOCH & CLARK

CAREER AUDIT MANAGER WITH PARTNERSHIP ASPIRATIONS?

Salary to 30K + Car

Our client, a top eight City Firm of Accountants, has identified the need to recruit several top level 'win' managers. They are particularly keen to hear from managers who for whatever reason find it hard to find partnership blocked within their current firm. Ideally applicants should have a minimum 10 years firm background and a sound academic record, and be no more than 35 years of age. Define partnership prospects exist. For further details contact Colin Parkin or Jon Vining or Long Wharfedale.

SYSTEMS AUDIT/CONSULTANT

To £25,000 + Car

Our client, a major firm of Chartered Accountants based in the City requires a high calibre candidate to join their financial systems group. Applicants aged 26-32 need not be qualified accountants but must have in-depth experience of major systems, at least two years of which must be within a bank. This is a high level position providing back-up to computer audit teams with a substantial double-shooting role, and offers a superb opportunity to an individual with superb analytical skills, wishing to make a career in consultancy. For further details please contact Colin Parkin or Jon Vining.

INTERNATIONAL TAX ACCOUNTANT

To £19,000 + Car

Our client, one of the world's largest service groups, requires a young determined recently qualified ACCA/ATI to undertake a new and challenging role within the Finance Division. Working directly with the Director of European Taxes, the chosen applicant must have sound experience of UK compliance and double tax treaties, but will receive full training to advise on all aspects of international taxation. This represents an ideal opportunity for a career/supervisor seeking a post which offers a highly competitive salary and first class promotional prospects. Please contact Timothy Burgess or Michael Calver.

Financial Recruitment Specialists

16-18 New Bridge St, London EC4V 6AU

Telephone 01-583 0073

BEE PROFESSIONAL

FOR ACCOUNTANCY RECRUITMENT

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- BEDS E. SUSSEX KENT SURREY
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- DORSET HERTS

for

QUALIFIED AND UNQUALIFIED ACCOUNTANTS

IN

PRIVATE PRACTICE COMMERCE INDUSTRY

send curriculum vitae to

ACCOUNTANCY & BUSINESS SERVICES DEPT.

51 QUEENS ROAD, BRIGHTON BN1 3XB

telephone 0273 202377

City based Investment Company invites applications for the post of

TRUST ADMINISTRATOR

Candidates should be between the ages of 24 and 30 who have either completed or part-completed the LC.S.A. examinations. An attractive salary and benefits are offered including a 10% bonus after 5 months service.

All applications will be treated in strictest confidence and should be made in writing to: The Personnel Manager, Box 17/854, C/o St James's House, 4/7 Red Lion Court, Fleet Street, London EC4A 3BB.

For further details contact Colin Parkin or Jon Vining or Long Wharfedale.

UNIVERSITY COLLEGE LONDON

Assistant Accountant

Applications invited from suitably qualified accountants to join the new University College London (UCL) Finance Department. The successful candidate will be responsible for the day to day running of the department and will be expected to have a minimum of 5 years' experience in a similar post. The salary will be in the range of £12,000-£15,000 p.a. depending on experience. Applications should be sent to: Mr J. W. HARRIS, Assistant Finance Officer, University College London, Gower Street, London WC1E 6BT. Tel: 01-278 2444 (ext. 251) to whom applications should be sent by 1 December 1985.

RECENTLY QUALIFIED ACCOUNTANT

Develop your interest in computerised systems on your way to accounting Management.

- Feltham, Middlesex ● Car provided

We are a major British public Company (No 21 billion plus) with a range of interesting activities managed on a decentralised basis.

Joining a central specialist department your role will be to assist in the evaluation of computerised accounting/management information systems and the development of computer assisted audit techniques. The role will give you exceptional experience of a wide range of different computer systems (IBM, Digital, Datapoint), business and accounting applications which, together with planned development training, should equip you to progress towards a line accounting position after around three years.

Probably aged in your mid-twenties you will have had 2-3 years good accounting experience involving computerised systems within at least two different commercial environments.

Salary will be competitive and a range of attractive benefits include a Company Car. Where appropriate assistance will be given towards relocation costs.

Please telephone for an application form or write with full personal and career details to Mr. C. D. Guy, Personnel Services Manager, RMC Group p.l.c., RMC House, High Street, Feltham, Middlesex TW13 4HA. Tel: 01-890 1313.

RMC

FINANCIAL & ACCOUNTING APPOINTMENTS

Trade 01-278 9161/5

Accountants & Engineers For Management Consultancy

Manchester

Salary c.£20K + car

Peat Marwick is one of the leading international firms offering accountancy and consultancy services. Due to the expansion of our consultancy services in the North West partnership, we require further top class young professionals to join our team based in Manchester.

To be a successful candidate, you will have a good academic degree and/or a professional qualification in accounting or engineering and be aged 28 to 35. You will also have significant experience in systems development and computer-based systems, and proven achievement as a manager in industry or commerce. Good presentation and your ability to communicate clearly will also be important qualities.

We offer outstanding opportunities to broaden your experience and skills by working in a variety of our clients, often alongside colleagues of other disciplines. We also offer excellent prospects for pursuing your career with a growing management consultancy team.

Please write in confidence detailing your experience and present salary to J. Calvert, Peat, Marwick, Mitchell & Co., Century House, 7 Tib Lane, Manchester M2 6DS.



Financial Accountant City Partnership c.£18K

Our client is a large and growing firm of City Solicitors with three overseas offices. Recent changes within the firm's administration structure have created this new vacancy for an experienced accountant. Preparation of the six monthly financial accounts for the firm's UK and overseas offices will be the prime function, with support being provided on a range of ancillary duties.

Candidates are likely to be aged 27 to 45, and have 4-5 years experience of preparing financial accounts to T.B. with recent direct responsibility for their completion. Ability to use a P.C. for spreadsheets would be an advantage.

The ability to deal with partners' personal matters, establishing their trust and confidence through accuracy of work and personality is more important than formal accountancy qualifications.

Please telephone for a careers advisory form (01-480 7766) or write with your curriculum vitae in complete confidence to Peter Willingham, Ref: LM18/1, Spicer and Pegler Associates, Executive Selection, Priory Court, 65 Crutched Friars, London EC3N 2NP.



Spicer and Pegler Associates
Management Services

CITY BANKING OPPORTUNITIES

Corporate Finance c.£20,000
Prestigious merchant bank seeks a graduate ACA to develop a career in all aspects of loans, syndications, acceptances etc. Enthusiasm and ambition will be amply rewarded.
Ref: NM1738

Senior Credit Analyst c.£14,000
US investment bank is recruiting a graduate with either experience or a good knowledge of credit related activities. The work will be concerned initially with treasury credit proposals and documentations.
Ref: NM1750

Senior FX Dealer c.£25,000
London office of expanding international bank seeks an experienced dealer offering currency spot market experience. This is a well rewarded career position for someone who can integrate well with a compact, highly professional team.
Ref: NM1746

Information Services c.£20,000
Prestigious City institution seeks a manager with excellent interpersonal skills to lead a team of 20 in provision of information and library services. A interest in computerised systems is essential.
Ref: NM1754

Write or telephone Nicolas Mabin, Regional Manager.



Management Personnel
Recruitment Selection & Search
2 Swallow Place, London W1R 7AA
Telephone: 01-408 1694 (out of hours 01-800 2783)

SQUIRES

Financial & Accountancy Appointments

QUALIFIED MANAGEMENT ACCOUNTANT (SURREY) - Salary c.£22,000 + 10% bonus. Management Accounting, taxation, audit, company law, and computer. Ref: 01-278 9161/5

ACCOUNTANT/BUSINESS MANAGER (SURREY) - Salary c.£22,000 + 10% bonus. Qualified person with sound accountancy background, preferably with knowledge of computer systems. Ref: 01-278 9161/5

FINANCIAL ACCOUNTANT (WORKING) - Salary c.£22,000 + 10% bonus. Qualified ACCA or equivalent. Ref: 01-278 9161/5

OPERATIONS AUDITOR (CAMBERLEY) - Salary c.£11,500 + 10% bonus. ACCA, specialising in auditing with 5 years commercial experience. UK travel involved. Ref: 01-278 9161/5

COMPANY SECRETARY/ACCOUNTANT (SURREY) - Salary c.£22,000 + 10% bonus. "State of the Art" Tech Electronics Manufacturing Co. Qualified person to provide a commercial and administrative secretarial function and administer the Company's affairs in general. Ref: 01-278 9161/5

INTERNAL AUDITOR (SURREY) - Salary c.£22,000 + 10% bonus. Ambitious Financial Accountant (ACA or equivalent) for International Manufacturing Company. Extensive non routine work - reviews of operational effectiveness and "Troubleshooting". Ref: 01-278 9161/5

PART QUALIFIED ACCOUNTANT (SURREY) - Salary c.£14,000 + 10% bonus. ACCA/ACA. Minimum 3 years with large manufacturing organisation. To be based in Surrey, responsible for the production and distribution of accounts, and to provide a commercial and administrative secretarial function. Ref: 01-278 9161/5

CRISIS ACCOUNTANT (SURREY) - Salary c.£22,000 + 10% bonus. Qualified person to join crisis management team. To develop and coordinate crisis management plans, and to provide a commercial and administrative secretarial function. Ref: 01-278 9161/5

SENIOR & SUPERVISORY ACCOUNTANT (SURREY) - Salary c.£22,000 + 10% bonus. International company with manufacturing base in Surrey. To deal with growing business, prepare and audit statutory accounts, and to provide a commercial and administrative secretarial function. Ref: 01-278 9161/5

PART QUALIFIED ACCOUNTANT (SURREY) - Salary c.£14,000 + 10% bonus. Working with accounts through to final stage for a Group of companies. Capabilities: dealing with computerised systems, taxation, audit, company law, and computer. Ref: 01-278 9161/5

QUALIFIED ACCOUNTANT (SURREY) - Salary c.£22,000 + 10% bonus. Recently Qualified ACCA or equivalent to provide management accounts and to provide a commercial and administrative secretarial function. Ref: 01-278 9161/5

FINANCIAL ACCOUNTANT (SURREY) - Salary c.£22,000 + 10% bonus. ACCA in public sector. Ref: 01-278 9161/5

MANAGEMENT ACCOUNTANT (SURREY) - Salary c.£22,000 + 10% bonus. ACCA. Production accounts, profitability, research and development, and computer. Ref: 01-278 9161/5

ACCOUNTANT (SURREY) - Salary c.£22,000 + 10% bonus. Overall control of accounts and taxation. Ref: 01-278 9161/5

ACCOUNTS MANAGER (SURREY) - Salary c.£22,000 + 10% bonus. Preparation of Management Accounts, including new systems for financial and management. Ref: 01-278 9161/5

MANAGEMENT ACCOUNTANT (SURREY) - Salary c.£22,000 + 10% bonus. ACCA with 20 years experience. Ref: 01-278 9161/5

INTERNAL AUDITOR (SURREY) - Salary c.£22,000 + 10% bonus. Ideal appointment for recently Qualified Chartered Accountant who has experience in auditing to undertake various assignments and projects throughout the country. Ref: 01-278 9161/5

SQUIRES Appointments

EXETER - 79/82 Queen Street - 0322-74112
GUILDFORD - 25/26 Chapel Street - 0438-32825
AYLESBURY - 19 High Street - 0296-25891
CHALWORTH - 38 The Broadway - 0295-26114
BRIGHTON - 9 Queen Road - 0273-29713
REIGATE - 46 High Street - 07372-22354
LEATHERHEAD - 35 Bridge Street - 07372-77761
UXBRIDGE - 10 High Street - 0896-01391
READING - 21/22 Queen Victoria Street - 0734-38322

NEW OPPORTUNITIES IN HEALTH INSURANCE

C £14,000 + excellent benefits package

Private Patients Plan is one of the largest and most progressive medical insurance companies in the U.K. In order to enhance our already enviable market reputation we currently require two highly talented professionals to join our Commercial Division.

Research Accountant

The Research Accountant will carry out a key role in evaluating the profitability of existing and new medical insurance products. This will involve duties such as product pricing, cost allocation and forecasting using "cost-user" computing systems where appropriate. The successful candidate is likely to be a Cost and Management Accountant with at least three years post-qualification experience in a management accounting role within a commercial environment. Key personal attributes will include a high level of self-motivation, flexibility and initiative.

Product Development Analyst

Reporting to the Manager, Research and Product Development, the incumbent to this post will initiate and co-ordinate the development of new and existing medical insurance products in the U.K. This will involve liaison with Marketing and Sales personnel in the appraisal of development opportunities. Applications are invited from business graduates, preferably with an understanding of the private medical insurance market and the principles of risk underwriting, who can demonstrate proven skills in the analysis and interpretation of financial and statistical data. Preference will be given to candidates who can show a well developed business acumen and first class communication skills. The attractive benefits package includes free private health insurance cover, mortgage subsidy, interest free car loan, generous holiday entitlement, contributory pension and free life assurance scheme. For an application form and job description please telephone or write to Pauline Wynn-Ingram, Personnel Office.



IF YOU MISS THIS OPPORTUNITY

Our Computer Services Division is a market leader in the UK because we allow our auditors to maximise their potential, by venturing beyond the traditional bounds of audit.

EDP AUDITORS AND INTERNAL AUDITORS

You will be well qualified and have a sound technical knowledge, and will be committed to a forward thinking approach to internal audit. You will be able to communicate well at senior management and board levels.

Your work will carry substantial responsibility as you will be helping to set up internal computer audit departments and evaluating the performance of those already established. You will frequently be called on to review the efficiency of specialist business functions, as well as providing EDP and full internal audit programmes.

This is a demanding position, which will be well rewarded. Salary of up to £20,000, plus a car for management positions, will be boosted by a career path limited only by your own ambition and ability. You will be adding to the specialist skills of over 150 professionals and the resources of one of the leading accountancy and consultancy firms.

Return to Eddy Peers, National Computer Services Recruitment Partner, Deloitte Haskins & Sells, 125 Queen Victoria Street, London EC4P 4JX.
☐ Please send me more information about Deloitte's Computer Services Division.
☐ I am enclosing my up-to-date CV and would appreciate an early appointment.

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ADDRESS _____

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WHERE WILL YOU BE TOMORROW?

INTERNATIONAL FINANCIAL CONSULTANTS

Blue Chip Appointments



There are large numbers of British and other ex-patriates living throughout the world, earning substantial salaries and needing skilled advice in order to maximise their long-term financial benefits.

We are in business to help them and have achieved substantial investment growth over the past year for our clients.

As a consequence, there is an increasing demand for our services, so that we must now appoint further Consultants.

The sort of people we are seeking are likely to have had a professional background in which they have achieved considerable success. However, what is certain is that they will have a natural self-confidence and discipline.

Experience of handling financial negotiations at a senior level, preferably with an overseas involvement may be an advantage but is not essential. A second language would, of course, also be an asset and your location would be where the market is.

We deal in high value services which can produce an equivalent return for the Consultants who manage and deal in them making this a true Blue Chip appointment.

So if you think we may be speaking your language, please write enclosing a CV or full career details, in the first instance, quoting Ref: 368T, to: Hilary Gans, Whites Bull Holmes Ltd, 63-66 St Martin's Lane, London WC2.

Accountant

with an interest in developing computing skills

Salary up to £14,200 plus help with relocation costs

Sophisticated computerised accounting systems are fast becoming the norm in all major financial environments, and here in Hertfordshire County Council they are particularly evident.

We are investing heavily in computerised systems using IBM and other hardware and therefore attach great importance to computer audit. We are now looking for a Principal Computer Auditor to join our team here at County Hall in Hertford.

Even if you have no computer audit experience, but are a qualified Accountant with an interest in new technology we still want to hear from you. We offer extensive high quality training in computer techniques if you have the drive, enthusiasm and communication skills necessary to move into the exciting field of new technology auditing.

You would be responsible for vetting the integrity of new computer systems; carrying out major reviews of applications and installations; promoting the Audit section's skills and generally providing leadership and assistance to other computer and general audit staff.

Hertford is a small, lively market town, surrounded by pleasant countryside and providing excellent education and leisure facilities for all the family.

The appointment, which is open to both men and women, offers financial help up to £3,150 with relocation costs in appropriate cases and temporary housing may be available.

For further written particulars and application form ring Miss Hayden, Hertford 555301. For an informal chat ring Barrie Glasspool, Hertford 555320.

Closing date for applications to the County Treasurer, County Hall, Hertford, SG13 8DQ is 4 December 1985.



Hertfordshire
County Council
An Equal Opportunity Employer

Accountant £11587-£14964 per annum

An Accountant is needed to join a small management team within our Finance Branch at the Division's offices in Guildford. This team is responsible for all aspects of the Division's financial accounting.

Primarily he/she will be responsible for ensuring that the financial accounts of the Division are properly maintained, preparing meaningful reports for senior management, and providing accurate management accounts with comprehensive analysis. In addition, he/she will also be closely involved in the integration of new system developments within the Branch's financial information systems and an ability to adapt and install common financial systems is desirable.

Applicants should ideally be professionally qualified accountants, probably in the age range mid 20's to early 30's, and can demonstrate a successful track record to date. An interest in computers is desirable, as is the ability to communicate effectively with all levels of management.

Future career opportunities are likely to arise throughout the Board and prospects for further development and advancement are excellent. The conditions associated with this appointment are as one would expect from a large progressive organisation. Some assistance with relocation may be available in appropriate cases.

Please telephone 0483 507138 for an application form or write to: The Manager, Personnel and Administration, CECB, Transmission and Technical Services Division, Burnhead House, Portsmouth Road, Guildford, Surrey GU2 5BN. Quote reference 66.

Completed forms must be returned to arrive by 6th December 1985.

CENTRAL ELECTRICITY GENERATING BOARD

Transmission and Technical Services Division

The CECB is an Equal Opportunity Employer

FINANCIAL & ACCOUNTING APPOINTMENTS Trade 01-278 9161/5

FINANCIAL ACCOUNTANT

c£17,000 + car
A major international oil company currently seeks a young graduate ACA/ACCA with at least two years post-qualifying experience. Reporting to the Accounts Manager, your varied responsibilities will include supervising the financial accounts section, and especially a strong systems development role. Computer knowledge is vital, as is team-management ability. The long-term prospects within this environment are outstanding.

ACCOUNTANT

c£16,000 + car + benefits
This well-known publishing company, has an interesting vacancy for a qualified ACA, possibly looking for their first move. Working closely with the Group Chief Accountant you will be involved in all aspects of financial accounting, including considerable planning and budgeting. Frequent liaison with management, and some overseas travel are other aspects of the position. The vacancy offers an exciting opportunity to a newly qualified accountant, in terms of experience and responsibilities.

SENIOR FINANCIAL ACCOUNTANT

c£15,000 + bonus
As a result of internal promotion, a position has arisen for a qualified ACCA/ACMA aged 24-28 within a multi-national manufacturing company. Responsibilities will include timely production of financial reports, general ledger and asset ledger review and all aspects of financial accounting including supervision of a small team. The ideal candidate will have up to 1 years post qualification experience in a similar role, preferably within a large organisation. A full benefits package is offered with this position, and it is envisaged that the incumbent will take up the role of Accounting Manager in the short to medium term. Please contact Fiona Croll or Ann Cowell on 01-629-7262 for more details about the above positions.

ACCOUNTANCY APPOINTMENTS
7 PRINCES STREET, W.1. 01-629 7262

Graham Shore has an M.A. in Economics, Philosophy and Politics. He is 29 years of age and held a range of economic advisory appointments in various government departments before joining the management consultancy practice of Touche Ross in 1984.

Over the past 12 months his career has changed direction with an undoubted problem solving flair being successfully

employed on a variety of complex assignments. The challenge has been severe but the subsequent sense of achievement made each moment worthwhile.

A brief description of some of Graham's projects during his first year with us may help you decide if you would be interested in joining us.



1. Nationalised industry

A strategic view of costs was needed to develop more sophisticated pricing policies. Methodology study produced and discussed with the Chairman and Board. Methodology applied to produce cost estimates.

2. South Pacific shipping

A study to overview the strategic transport problems of 20 South Pacific countries, all totally dependent upon shipping but separated by thousands of miles. Prepared analysis of common shipping problems, identifying strengths and weaknesses. Proposals formulated to improve services and efficiency.

"I DON'T THINK THERE IS ANYWHERE ELSE WHERE I COULD HAVE GAINED SUCH A VARIETY AND DEPTH OF EXPERIENCE IN SUCH A SHORT SPACE OF TIME."

GRAHAM SHORE

3. Local health authority
Old and outdated hospital premises and layout were hampering health efficiency. Drawing upon clinical and health service professionals' assessments, prepared options and recommended a plan to bring hospital services up to the needs of the 1990's and beyond at an affordable cost.

4. Video editing

A venture capital fund required viability study of video editing facilities. Produced market analysis and researched start up proposals.



5. Timber purchasing

Asked to solve stock prediction problems of a timber importer who needed to improve foreign exchange management. Devised improved forecasting system based on timber demand analysis and external specialist advice.

If you are ready to take a closer look at management consultancy in general, and Touche Ross in particular, let's arrange an informal meeting and find out if we can offer you similar challenge and variety.

If your specialisation covers accountancy, economics, engineering or marketing and you feel you are now ready to break loose from a pure line management role please write today with full CV and perhaps outlining why you feel you're worth up to £30,000 plus a car, to: Michael Hurton (Ref. 2337), Touche Ross & Co, Hill House, 1 Little New Street, London EC4A 3TR. Telephone 01-353 8011.

Touche Ross
Management Consultants

BADENOCH & CLARK

CORPORATE FINANCE

£16,500-£35,000 + substantial benefits
We are acting on behalf of a number of clients who include some of the City's most successful Merchant Banks and Stockbrokers. As a result of continuing expansion and development of their corporate services, they seek additional Executives and Managers to join their Corporate Finance departments. At executive level, we welcome applications from Solicitors or Chartered Accountants, aged up to 32, who are keen to make a career move. Experience of corporate finance related matters from a practice standpoint, while an obvious advantage, is not essential but candidates will be expected to demonstrate an appreciation of the nature of the work involved. For the Managerial positions, experience within a financial institution of mergers/acquisitions and/or new issues work is essential. Contact Robert Digby or Judith Farnes.

LLOYDS SPECIALISTS

To £25,000 + Car
A prestigious national accountancy practice with considerable involvement in the Lloyd's market, has identified a need to strengthen their presence in this area. To this end they are seeking to recruit qualified ACAs with experience of Lloyd's syndicates to join them at levels ranging from senior to junior manager. Successful candidates, who will probably be working either within a syndicate or similar environment, can look forward to a rewarding career in this thriving firm. Contact Colin Partridge or John Vasey.

TAXATION CONSULTANTS

£15,000-£25,000 + Car
On behalf of several of our clients, who include international firms of Chartered Accountants, City-based Solicitors, multinational Commercial organisations, and prestigious Merchant Banks, we are actively recruiting dynamic young candidates with sound academic records and substantial experience in the taxation field. There are challenging opportunities in both personal and corporate tax, with vacancies in specialist departments for individuals with expertise in personal financial planning, executive remuneration, investigations, corporate advisory work, VAT and international tax. Applicants must be of the highest calibre, with good degrees, professional qualifications (ACA/ATU Solicitors), well-developed communication skills and the ambition, determination and enthusiasm to succeed in competitive, fast moving environments. Contact Timothy Barrage or Rachel Colson.

FINANCIAL ANALYSTS

To £20,000
A number of our clients are currently seeking young high calibre candidates to fulfil challenging roles in the competitive multinational environment. The ideal candidates, qualified Accountants in their mid 20s, preferably but not essentially with a proven background in investigations and analysis work, will be involved in advising front line management on a variety of major financial issues. Contact John Collier.

Financial Recruitment Specialists
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Telephone 01-583 0073

Help wanted to feather nests

up to £25,000 Tax Specialists

"The art of taxation is so to pluck the goose that the maximum number of feathers are obtained with the minimum amount of hissing."

Jean Colbert 1665

Colbert's statement still rings true today, thus there is a great demand for tax specialists who can keep the plucking to a minimum.

If you have good specialist tax knowledge (personal or corporate), your services will be in high demand. But this pleasant situation presents problems. You need to ensure that a move will enhance your experience, enable career development and bring appreciation for your personal style.

Candidates vary in their skills, objectives and personalities. Our philosophy as recruitment specialists is to view every candidate as an individual. We take time to find out about your specific requirements and to give free and unbiased advice.

We will be pleased to tell you about the spectrum of opportunities we are handling and their suitability for you. They range across both the professional and commerce and are mainly in the £9,000-£25,000 salary bracket. They will be of interest to those who have recently made the decision to specialise or those whose tax careers are already developing well.

An informal career discussion can be arranged by simply phoning Paul Carvoso ACA or Carrie Andrews ACA on 01-242 6633 or send us brief details of your career to date at Macmillan Davies, Kingsbourne House, 229/231 High Holborn, London WC1V 7DA.

Macmillan Davies
ACCOUNTANCY & FINANCE



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To £30,000 + bonus + benefits

We are currently acting on behalf of a prominent financial futures operation in the UK. As the financial futures and related options markets continue to expand, there is an increasing need for a proficient and experienced sales force to service a wide range of clients.

The successful candidates will be in their early to mid twenties and be happy to work as part of a team in an aggressive and fast-moving environment. Experience of sales and research in financial futures will prove a distinct advantage.

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Michael Page City

International Recruitment Consultants - London Brussels New York Sydney
A member of the Addison Page PLC group

INVESTMENT BANKING SPECIALISTS

LONDON

Cir. £25k + Car
Executive Banking Benefits

Your expertise is being sought by a leading International Investment Bank, whose activities embrace all aspects of financial and investment management.

You would be responsible for the quality of development, continued up-grade of systems, including research, design and advice to executives and senior management.

Your involvement in a wide range of stimulating projects will fully utilise your skills, enabling you to achieve success in this challenging environment.

Over the past five years you will have developed expertise in some of the following:

- | | |
|--------------------------|--------------------------------|
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| ★ Equities | ★ Your Technological Knowledge |
| ★ Multi-Debt Instruments | ★ Your Communicative Skills |
| ★ Euro Securities | ★ Your Self-Motivation |

Please contact Mike George on 01-580 5522 or evenings/weekends 01-624 2516 for detailed information and early appointment to discuss your prospects

COMPATIBLE RECRUITMENT LTD.

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Operations Accountant

West End **£11,500 + Car**

An able qualified accountant, aged under 30, is sought by a successful service company with expanding operations.

Reporting to the Group Chief Accountant, and functioning in an environment which successfully combines an informal style with a high degree of professionalism, the post will embrace wide ranging responsibilities. These will include both financial and management accounting work and will typically encompass the appraisal of multi-currency management information received from operating subsidiaries, budget preparation and the maintenance of internal controls, the further development of on-line systems, statutory accounts and a range of challenging and stimulating ad hoc assignments.

The group, currently employs around 350 people and has a turnover approaching £100m. It is engaged in publishing activities worldwide and is enjoying a period of sustained growth.

Applicants, either from practice or industry/commerce, should be able to demonstrate developed inter-personal skills, technical competence and the ability of mind which will enable them to cope successfully in an entrepreneurial environment.

If you are interested in this outstanding opportunity please write briefly enclosing a comprehensive curriculum vitae or telephone for a personal history form quoting ref: 4690.



PROJECT FINANCE

£17,000 +

The Project Finance Department of this leading Merchant Bank has played a major role in capital projects, world wide, providing powerful financial modelling facilities.

They seek a professionally qualified Solicitor or Accountant, aged 25-28, with entrepreneurial flair and experience within a City firm to join the team.

Promotion will be rapid for the individual who is confident, articulate and capable of taking the initiative. Ideal for a positive thinker wishing to develop into a deal-making banker. Please ring Antabel Come.

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CAPITAL FUTURES
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Management Consultancy

London Based

£16,000 to £25,000 plus car

Clark Whitehill Consultants is the rapidly growing consultancy arm of Clark Whitehill, a major firm of chartered accountants with offices throughout the country.

We have exceptional opportunities for accountants, production engineers and other business consultants wishing to capitalise on their experience for the benefit of our wide range of clients.

Professionally qualified candidates, preferably with consulting experience, must be able to demonstrate achievement in industry, commerce or the public sector. A sound knowledge of computer systems is essential.

Please write in confidence stating how these requirements are met and quoting reference T5113, to Robin Gorringer, Managing Director, at 25 New Street Square, London EC4A 3LN.



Clark Whitehill Consultants

Executive Selection

INVESTMENT BANKING

An expanding international investment group requires an experienced investment banker able to prospect and develop corporate finance business (to include FRN's, bonds, equities, etc) in the marketing area of the United States, Germany, Austria and Switzerland. Additionally, the position will be required to negotiate merger and acquisition mandates and act as advisor to senior management with respect to strategic developments within the marketing area. Applicants, aged mid 40's, with 12-15 years investment banking experience (6-8 year's experience in US style acquisitions/mergers), educated to masters degree standard, fluent in German in addition to English, and able to travel should write in strictest confidence, enclosing curriculum vitae, to Box 1805 N. The Times, Salary commensurate with experience.

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Few companies can offer the career opportunities and benefits found in Banking, Leasing and Finance. We would like to hear from candidates with a proven record of success in any of the following growth areas, which we offer as a selection from our Register.

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FX Dealers £16-£28,000
Spot/Forward, Cable/Arbitrage, Deposits, Corporate Dealers with at least 2 years experience. Age preference 20-30 years.

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Preference for Graduates, in a numerate discipline, with at least 2 years existing/new business background in UK Corporate or International Lending.

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Challenging opportunities for Graduate Analysts with 1-3 years analytical background in Mainline Lending. Some vacancies include further credit training, while others may lead to a Junior Marketing role.

International Audit £15,000
Major US Bank is currently seeking a young Graduate ACA with an interest in systems and a willingness to travel. A sound knowledge of a second European language would be advantageous. Prospects for internal promotion are excellent.

Leasing

VP Projects Neg £35,000 +
A Major Asset (£20M+) Financial Negotiator with experience of ships, aircraft, or preferably, property real estate financing in the £10M range.

Junior Marketing Neg £17-£20,000
A young Big Ticket UK tax based Marketing Executive is sought by at least 4-5 leading names. A Graduate with 1-2 years credit analysis documenting and evaluating skills preferred.

Credit Manager/Sales Aid Neg £15-£20,000
Must have experience of small volume high turnover transactions eg. vendor programmes plus the occasional £1M deal. Age 30-35 years.

Group Accountant £16,000 Plus Car
A bright ACA from a Big 'G' background - reporting to the Financial Director, duties will include the preparation of the consolidated accounts, budgets, forecasts, and cash flows, as well as involvement in Corporate Finance/Strategic Planning work.

Please telephone, or alternatively send your CV in strictest confidence.

Jonathan Wren
Recruitment Consultants
170 Bishopsgate, London EC2M 4LX. Tel: 01-623 1266

FINANCIAL RECRUITMENT CONSULTANTS

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DOUGLAS LLAMIAS
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If you are interested in discussing these senior professional opportunities, please contact David Kennedy on 061-228 0396 or write to Michael Page Partnership at Clarendon House, 81 Mosley Street, Manchester M2 3LQ.



Michael Page Partnership

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London Windsor Bristol Birmingham Manchester Leeds Glasgow Brussels New York Sydney

A member of the Addison Page PLC group

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Our client, the city-based leasing subsidiary of a major international finance corporation, requires a marketing manager to further develop its 'small/medium ticket' leasing portfolio.

Candidates should have a minimum of 5 years' experience within a major institution and will probably be aged 30-40.

Responsibilities will include the evaluation and development of existing clients, together with the negotiation of new business, the preparation of relevant documentation and the structuring of new leasing products and packages.

In the first instance please contact Jonathan Williams or Andrew Stewart on 01-404 5751 or write to them, enclosing a comprehensive curriculum vitae, at 39/41 Parker Street, London WC2B 5LN, quoting ref: 3582.



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COMPUTER AUDIT PROFESSIONALS

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DOUGLAS LLAMIAS
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Commercial Challenge

C. London c.£16,000

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Contact Patrick Donnelly on 01-222 5169 quoting ref: TT/85



The Finance Index

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Business Planning Manager

South West Age 26-35 c.£25,000

OUR CLIENT provides the opportunity to join a prestigious UK PLC operating internationally, and it offers an exceptional range of future career choices.

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Interested applicants should write, enclosing a comprehensive c.v., including current remuneration package, to Adrian Wheale ACMA, ACIS at Michael Page Partnership, St. Augustine's Court, 1 St. Augustine's Place, Bristol BS1 4XP, quoting reference 8047.



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FINANCIAL & ACCOUNTING APPOINTMENTS Trade 01-278 9161/5

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or (telephone 01-407 8989)



To: Mike Jennings
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London, SE1 9SY.
Tel: 01-407 8989.

Price Waterhouse



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Financial Controller

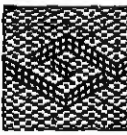
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The Association welcomes applications from all sections of the community.



WPH HOUSING ASSOCIATION

HORIZONS

A guide to career development

Hopefuls with doctored data

A spate of false information given by job applicants is prompting more and more companies to verify the information supplied by candidates for interviews. The checks reveal an astonishing array of doctored data ranging from "rounded-up" salaries to completely fictitious professional qualifications.

Evidence has also emerged of a group of tricksters making a career out of attending interviews. It appears the interviews are obtained on the basis of false curriculum vitae details and the "candidates" then claim expenses for travelling from faraway places.

Irving Gordon, managing director of the IPC recruitment consultancy, says he twice interviewed a candidate for a sales job having first corresponded with him at an apparently home fide address in Inverness. A check made after the second interview (and the second expenses payment) revealed that not only was the address fictitious but also a claim to have attended school in Inverness.

Another candidate interviewed by Mr Gordon claimed travel expenses from an accommodation address in Newcastle upon Tyne when he actually lived in London.

John Lidstone, deputy managing director of the Marketing Improvement Management consultancy, reckons that about a quarter of job applications now contain some false information. He recalls an application from a candidate - who is now an international communications consultant with a big computer company - claiming to have taken a degree course which did not exist. When challenged, the applicant simply laughed and replied: "You can't win them all - most people never check up."

In the United States there has been

Patricia Tisdall offers tips on weeding out tricksters from the honest job applicants

a growth of companies such as Fidelity of New York and Verified Credentials which specialize in checking references. In comments published in *The Wall Street Journal* recently, both companies reported that demand for their services had grown by 20 per cent in the past 12 months. "People are still taking the chance, still playing the odds," says Peter Le Vine, president of one reference checking company. "The only reason that makes sense is the competition for jobs."

A survey of 501 executives by Ward Howell International Inc, an executive search firm in the US, found that 17 per cent of applicants had misrepresented their job qualifications and 9 per cent had inflated their salaries.

In Britain the MKA Search International consultancy found that only 10 per cent of the 650 replies it obtained to a recent executive vacancy advertisement were satisfactory. Of the remainder, about 20 per cent consisted of long, persuasive letters, mostly handwritten, instead of the curriculum vitae details requested.

Consultants who handle large numbers of job applications soon develop an instinct for embroidered information. They tend to regard polite subterfuges such as "read or studied" for a degree course to mean that the candidate failed the exams or failed to complete the course.

They are also expert at spotting any gaps in the dates since leaving full-

time education which are not accounted for by voluntary work, or part-education, if not by salaried employment, and are cynical enough to suspect, for instance, a prison sentence if there is no explanation.

Perks, incentives, bonuses and expense account allowances would appear to offer wider scope for judicious boosting than salaries. But, again, most expert recruitment consultants tend to know the business well enough to identify discrepancies in such allowances.

Hobbies are another field where candidates frequently arrange the facts in a creative fashion. It is undoubtedly useful to convey balance by listing a mixture of "loner" and "team" activities. However, anyone thinking of being a little adventurous with an application might reflect on the dismay of a woman who was confronted by a genuine hang-gliding enthusiast wishing to put her at ease before the serious part of the interview.

Recruitment experts profess to dislike the curriculum vitae drawn up to a standard formula by one of the growing band of companies which provide a commercial service to applicants. But, particularly if the alternative is a handwritten letter, the £35 or so which these companies appear to charge could be a useful investment.

At the very least, the questionnaires on which the final curriculum vitae is based should help avoid embarrassing omissions. It would probably be a good idea, though, to weed out generalities like "self-motivated, I welcome the challenge of negotiating in difficult circumstances", or "I have demonstrated a particular skill in the management of human and other resources". These smack a little of the word-processed stereotype.

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MARKETPLACE

Last month's growth in jobs advertising in the national press was the highest for many months. A sample of 12 newspapers and London's evening, *The Standard*, had an increase of almost 19 per cent over October 1984. This was almost double the 10 per cent growth rate in September and is well above the 15 per cent average for the year to date.

The largest growth rate was in the "quality" dailies, which were up by almost 29 per cent on last year. However, their Sunday counterparts carried over 7 per cent less advertising.

The "popular" dailies showed gains of just over 11 per cent - although this average conceals huge variations, from a drop of more than 10 per cent for *The Mirror* to an 80 per cent increase in *The Star*. The two middle market papers showed marked differences, the *Daily Mail* with an increase of just over 1 per cent and *Daily Express* a little over 16 per cent.

Yet it seems obvious that the management, professional and techni-

cal sector of the jobs market is substantially the most buoyant.

The relatively high and continuing demand for the well qualified has also been apparent in the number of vacancies being advertised in PER's weekly jobs newspaper *Executive Post*. Last month it carried 2,359 vacancies in its five issues, 28 per cent more than in October 1984.

The latest HAY-MSL Index commentary says: "Having soared to a 25-year peak in the first three months of 1985, the level of demand for executives in the UK fell back during the second and third quarters of the year by considerably more than the expected seasonal decline... Now the latest results provide firm statistical evidence that the downturn is here."

Two points are worth noting. The October data was not then available, and the HAY-MSL Moving Annual

Total, which smooths out seasonal variations, reached its highest ever level of 176 in the second quarter, and fell only one point in the third. The commentator was perhaps unduly pessimistic.

The Manpower Survey of Employment Prospects for the fourth quarter of the year reports that 26 per cent of the 1,508 employers questioned expect to increase their staffing and that only 10 per cent anticipate cuts. The +16 balance of increases over decreases is similar to the +15 balance at the same time last year.

Manpower comments: "There will be no marked improvement in job prospects in the near future, but nevertheless a decline is not yet in sight."

An independent assessment of the surveys produced by Manpower Ltd conducted the Manpower Services Commission concluded that they are a good indicator of employment prospects.

Philip Schofield

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FINANCE MANAGER

c. £17,000 - £18,000; Middlesex

A young, qualified accountant is sought by a major multinational, for a profitable subsidiary involved in designing and manufacturing army training equipment. A working knowledge of sophisticated computer systems, along with a desire to become involved in all aspects of financial accounting, is

essential. Experience of government contract work would be desirable. This is a challenging and demanding line-management role for an enthusiastic ACA, offering scope for development within the group organisation. Ref: SSA8/0454/T.

AMBITIOUS QUALIFIED ACCOUNTANTS

£17,000 - £20,000; London

Opportunities exist for commercially-minded young ACAs to join an international oil major. To take the step towards a successful international business career, you should be aged around 25-30, be highly motivated with a good honours degree, and have an

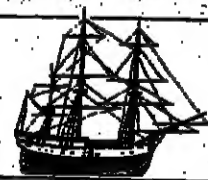
impressive track record to date. The positions offer early responsibility at operating level and the probability of overseas travel as well as an attractive remuneration package. Ref: SSA8/0429/T.

For further details, please contact Fiona McMillan, Accountancy Recruitment Group, PA Personnel Services, Hyde Park House, 60a Knightsbridge, London SW1X 7LE. Tel: 01-235 6060 (24-hour answerphone).

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A member of the UBS Group

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You will be joining an organisation which recognises professional ability and which rewards accordingly. Preferred age 24-30.

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• cash mortgage subsidy • profit share scheme • non-contributory pension and free life insurance • five-weeks' holiday • assistance with relocation expenses, if necessary.

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